

Gorbachov acknowledges Thatcher's role in arms success

'A promise of more to come'

Mr Mikhail Gorbachov, the Soviet leader, at the end of his brief visit to Britain yesterday, hailed the UK as the third force in the INF treaty success

British officials said the Brize Norton mini-summit between Mr Gorbachov and Mrs Thatcher had lifted Anglo-Soviet relations on to a new plane

Mrs Raisa Gorbachov saw her first infants' Nativity play performed by children at the Edith Moorhouse primary school near Brize Norton

US officials said Soviet "bloody-mindedness" held up initialing of the INF treaty by the chief negotiators until their transatlantic flight to Washington

By Robin Oakley, Political Editor

Mr Mikhail Gorbachov yesterday hailed Britain, on his historic visit, as the third force behind the agreement which he will sign in Washington with President Reagan today to remove all intermediate nuclear weapons from Europe.

Mr Gorbachov said before leaving: "The agreement on the elimination of two kinds of nuclear weapons was not an easy one."

"But we have covered this road together, for the Soviet Union, the United States, Great Britain and your allies and partners."

Warmed by the political kudos thus afforded her, Mrs Thatcher declared: "I shall share their sense of achievement tomorrow."

The Prime Minister said

A brief but warm encounter

By Andrew McEwen, Diplomatic Correspondent

Ministers were in a euphoric mood last night after sensing that the Brize Norton mini-summit had lifted Anglo-Soviet relations on to a new plane.

"After what we saw today, you just couldn't imagine Gorbachov cooking up something we wouldn't like when he gets home," one senior official said.

The warm rapport between Mr Gorbachov and Mrs Thatcher was clear from the moment the door of his Aeroflot airliner opened. The Soviet leader broke into a huge grin as he saw her waiting at the foot of the steps.

They surprised the world last spring by talking for hours longer than scheduled in Moscow. But yesterday, the atmosphere suggested a visit by an honoured and close family friend, rather than a formal meeting with the leader of an ideologically opposed regime.

But even Mr Gorbachov must have been surprised when she led him to a Christmas tree and handed him brightly wrapped parcels arranged at its foot.

that the INF treaty, coming towards Christmas and the new year "will be a source of extra security and extra joy for the people not only of our two countries and of Europe and the United States, but also for the world as a whole".

Mrs Thatcher capped a meeting of astonishing optimism and conviction by calling the INF agreement "a promise of more to come".

This reflected her strong belief following talks with Mr Gorbachov that he wished to move fast in the Start (strategic arms reduction) negotiations.

Mrs Thatcher believes the Soviet leader is now willing to make progress on the elimination of chemical weapons and the balancing of conventional forces in Europe to achieve this objective.

The Prime Minister also believes Mr Gorbachov is looking for ways of reaching an understanding with the Americans on Star Wars technology so as to bring greater predictability and stability into this area of the defence effort.

He has apparently accepted the need for clearly defined steps although that may not be in the specific form which Mrs Thatcher has been setting out.

Mrs Thatcher said a considerable proportion of the meeting questioned Mr Gorbachov about his programme of internal reforms and was said to be considerably impressed by his desire to press ahead with these despite the problems he has faced recently within the Soviet party machine.

In return he left Britain after Mrs Thatcher - once derided as Russia's "Iron Lady" - had called him a "Russian leader" unlike any who had previously occupied his post, and saying that relations between the two countries were better than they had ever been.

Mrs Thatcher praised Mr Gorbachov - making the first visit to Britain of a Soviet

leader in 30 years - as "bold, determined and courageous" for pursuing the "colossal task" of opening out and restructuring Russian society.

Saying that we lived in historic times, Mrs Thatcher drew attention first to what she called Mr Gorbachov's courageous attempt to make the Russian system deliver more to the Russian people before mentioning the new impetus on arms reduction. Her landing of glasnost and

More photographs... 4, 24
Rights protests... 4
Backroom boys... 4
Afghan dilemma... 5
Arms debate... 5
Roots of war... 14
Leading article... 15

perestroika was noticeably warmer than during her visit to Moscow last March. She clearly takes it as evidence that a new credence can be given to Russian intentions on arms control and on human rights.

But though the Soviet leader said that by reaching the INF agreement the governments of East and West had expressed the wills of all who sought peace, disarmament and a non-nuclear world, Mrs Thatcher swiftly emphasized that her intentions did not stretch that far.

At a press conference after Mr Gorbachov had left for Washington the Prime Minister insisted that nuclear weapons could never be "disinvented". She said that if they were ever given up then it would increase the chance of a conventional war which would soon escalate into a race to be the first to make nuclear weapons. "Had Hitler got there first the history of the world would have been very different."

Mrs Thatcher indicated that Mr Gorbachov had raised in their talks the question of when she would be willing to include Britain's independent nuclear deterrent in arms

control talks, and that he had received a dusty answer.

They were, she said, weapons of last resort and an irreducible minimum. There could be no question of them being included in any arms talks until those talks were way beyond the stage of 50 per cent reductions in long-range missiles, which is the next task to be attempted.

Mrs Thatcher does not intend to see them surrendered in her political lifetime.

Officials and ministers involved in yesterday's talks were unanimous in emphasizing their extraordinary friendliness and optimism.

Mrs Thatcher herself said the two hours they had together had passed "all too fast" and she has invited Mr Gorbachov to return to Britain for a longer visit next year.

There were brisk exchanges. Mrs Thatcher said there had been some "quite animated debate". She said of Mr Gorbachov: "He's a powerful personality and I don't think I'm anything other than that."

But the two leaders have the rare ability to be forthright in defence of their own interests without causing offence or restricting debate.

Mrs Thatcher found Mr Gorbachov "sympathetic" to her calls for a reduction in the Warsaw Pact's conventional forces in Europe.

Mrs Thatcher, who emphasized that she was President Reagan's loyal NATO ally and "in no way a go-between", made four points about the Washington talks.

She wanted the summit to be a great success, with the signing of the INF treaty. She wanted it to begin the Start process of seeking a 50 per cent cut in strategic weapons, though that had to be accompanied by the elimination of chemical weapons and the establishment of a balance of conventional forces.

Thirdly, Mrs Thatcher saw no scope for further reduction.

Continued on page 24, col 2



On arrival: Mr Gorbachov and Mrs Thatcher after the Soviet leader's arrival in Britain.

Classroom angels enchant the Kremlin's First Lady

By John Clare

Mrs Raisa Gorbachov yesterday witnessed her first infants' nativity play at Edith Moorhouse, a model English primary school two minutes drive from RAF Brize Norton.

Mr Brian McCutcheon, the head teacher, said: "She seemed to know a little bit about the nativity but the interpreter helped by explaining about Mary, Joseph and the angels."

The children went on to sing "Away in a Manger" and "Little Town of Bethlehem" while Mrs Gorbachov, everyone agreed, looked enchanted. The performance over, she

took one of the angels, Jemma Montague, aged five, on her knee and showed her some of the pictures in a book she presented to the school called *Longing For Peace, Drawings by Soviet Children*.

Afterwards Jemma said: "She made me feel very special. She's a very nice lady, very pretty and she had a lovely fur coat."

Mr McCutcheon said he had the same impression. "I thought she was a super lady. She was so good with the children, so tremendously affectionate. She kissed and

Moscow last minute demand

By Michael Evans, Defence Correspondent

The Soviet Union played the brinkmanship game to the very last minute in the negotiations to complete the treaty on eliminating intermediate-range nuclear forces with a demand that caught the Americans off-guard.

The action by the Russians caused such a headache that the treaty was not "initialled" by the two chief INF negotiators, Mr Maynard Giltman of the US and Mr Aleksai Obukhov for the Soviet Union, until they were flying to Washington to deliver the document for signing at the summit today.

According to official American sources, the Russian negotiators suddenly announced that they no longer wanted US inspectors outside their SS 25 missile production plant in Votkinsk because they intended to close the plant.

The bombshell from the Russians forced the Americans into protracted late-night negotiations, "sometimes till 5.30 am or 6.30 am".

Finally a compromise was reached. The Americans will be allowed to stay for a minimum of three years outside the Votkinsk plant. Even if the Russians shut the factory the Americans will have the right to stay.

Similarly, the Russians will be able to maintain a "perimeter and portal monitoring team" outside the US plant in Utah which used to make engines for the Pershing 2 missile, and now builds a stage of the long-range MX missile.



Judge to rule

Mr Justice Scott has reserved judgment on the Government's action in the High Court for a permanent ban on press reporting of the contents of *Spycatcher*... Page 2

Credit growth

Higher credit growth is likely to result from the recent cuts in interest rates, says the Government's chief economic adviser... Page 25

Broad defiant

With Chris Broad making an unbeaten century England scored 254 for four on the opening day of the Faisalabad Test with Pakistan... Page 44

Portfolio

There is £2,000 to be won today in The Times Portfolio Gold competition, double the usual amount as there was no winner yesterday. Portfolio list, page 28.

INDEX

Summit	4-5
Home News	2-3, 9
Overseas	10-11
Business	25-30
Sport	40-44
Arts	18
Births, marriages, deaths	17
Bridge	16
City Diary	27
Com	16
Crosswords	12-24
Diary	14
Entertainments	22
Fashion	20-21
Features	14-16
Information	22
Law Report	39
Legal appointments	36-39
Leading articles	15
Letters	18
Obituary	6
Parliament	3
Public appointments	34-36
Schools	3
Science	17
TV & Radio	23
Weather	24

BA to cut fares in battle with SAS

By Harvey Elliott, Air Correspondent

British Airways last night launched a drive to sell cut-price air tickets to Scandinavia as the battle for British Caledonian neared its climax.

Lord King of Warrnaby, BA's chairman, ordered reductions in advanced purchase fares and a "no holds barred" marketing push against his rival SAS as the Scandinavian airline finalized its plans to scupper BA's takeover of the Gatwick-based airline.

Details of the scheme to "get SAS" had been drawn up at BA's Heathrow headquarters since SAS launched its own battle to take a share in B-Cal. But until last night restrictive European airline agreements meant that little could be done in practice.

But in Brussels yesterday afternoon the long awaited agreement between Transport Ministers aimed at liberalizing air transport was signed.

Within hours of the Brussels meeting BA officials had filed fare cuts averaging 4 per cent on many routes to Scandinavia and will sell the tickets in three weeks when the Euro-

Channel managers defiant

By Richard Evans, Media Editor

TV-am's breakfast time show will be produced by management staff "indefinitely" if picketing technicians refuse to climb down in the dispute over manning levels, Mr Bruce Gyngell, the station's chief, said yesterday.

Speaking for the first time since ACTT members at the Camden Lock studios went on strike two weeks ago, he insisted the union must accept the management's right to manage.

But Mr Gyngell, interviewed by *The Times* hours after he led company executives, secretaries, journalists and presenter Anne Diamond to produce a first limited edition of *Good Morning Britain*, insisted he had no wish to break trade union power. "We are not union busters. We have a very good, happy organization here."

"We have got to be marching into the future aware of what the challenges are."

The strike was sparked off by a dispute over manning levels for the TV-am Christmas campaign. ACTT

The King Size from Dunhill

CREATED BY OUR BLENDERS FROM TOBACCOS OF EXCEPTIONAL QUALITY TO BE THE WORLD'S FINEST CIGARETTES.

The statement on every pack of Dunhill King Size cigarettes tells you everything you need to know about the quality and smoothness of the cigarettes inside.

Our founder's signature is your guarantee that this promise will be fulfilled.

Blended to your taste

LOW TO MIDDLE TAR As defined by H.M. Government
Warning: MORE THAN 30,000 PEOPLE DIE EACH YEAR IN THE UK FROM LUNG CANCER
Health Departments Chief Medical Officers

Continued on page 2, col 8

NEWS ROUNDUP

Ridley rounds on inner city critics

Mr Nicholas Ridley couched the announcement of an extra £60 million for urban renewal yesterday with a scathing attack on critics of the Government's inner cities initiative.

The Secretary of State for the Environment denounced as so much "extraordinary Whitehall nonsense" claims by opposition parties and the press that Mrs Margaret Thatcher's third term crusade had become bogged down in inter-departmental infighting.

He was unveiling plans for four mini urban development corporations in Bristol, Wolverhampton, Leeds and Manchester. They will seek to revive the areas by bringing derelict land back into productive use.

Unions to Banks merge hearing

Members of the Association of Scientific, Technical and Managerial Staffs and the Technical, Administrative and Supervisory Section (TASS) are to merge into the third biggest union in Britain with more than 650,000 members.

Mr Clive Jenkins, general secretary of ASTMS, said yesterday that the new union, to be known as Manufacturing, Science and Finance, would be involved in nearly every area of industry. Fewer than 30 per cent of the combined membership voted in the merger ballot.

Prostitute tax order

A former prostitute was ordered by the High Court yesterday to pay a share of her earnings to the Inland Revenue. Deputy Judge Piers Ashworth, QC, ruled that even if her profession involved unlawful aspects, it was a trade subject to tax laws.

He ordered Miss Linda St Claire, aged 33, of Epsom Court, west London, who fought the case on legal aid, to pay tax arrears for 1974 to 1981 of £258,781. Miss St Claire, known as "Miss Whiplash", said that the order would force her back on to the streets.

McGahey Sell-off in poll rift

Mr Michael McGahey has refused to support his son, Michael, who is leading the campaign in Scotland to elect Mr Arthur Scargill as president of the National Union of Mineworkers.

Mr McGahey, former vice president of the union, and a Communist Party member, said he could not support his son, dismissed during the pit strike, because he was involved with the *Morning Star* group expelled from the party for being Stalinist.

Mr McGahey disagreed with Mr Scargill's tactics during the miners' strike.

Ship's battle honours

The battle honours of the old Sir Galahad, which was sunk after being damaged in the Falklands conflict in June 1982, were handed yesterday to the new ship that bears her name in the first formal service of dedication to involve a Royal Fleet Auxiliary vessel.

Captain Philip Roberts, aged 47, who was in command of the first Sir Galahad when 51 lives were lost on board, is master of the new RFA vessel, and received the battle honours, a carved, crested wooden board, at Marchwood Military Port, on Southampton Water.

Treasury tightens aid for private sector

By Martin Fletcher, Political Reporter

Stringent guidelines have been sent to the heads of all Whitehall departments to prevent repetition of such disasters as the DeLorean sports car project which swallowed nearly £80 million of government money.

They are told to be far more critical and hard-headed before committing public money to private sector projects.

The guidelines are being sent to permanent secretaries and principal financial officers after scathing reports by the Commons Public Accounts committee of

government assistance to dubious schemes.

The reports, covering such failed projects as the Lear fan jet, on which £56 million of public money was wasted, identified serious weaknesses in the Government's financial controls.

The guidelines, sent out by Mr John Beasall, the Treasury Officer of Accounts, instruct departments to take an objective view of applications for aid, disregard political pressures, and obtain an independent assessment of the financial calculations.

Top surgeon explains health service frustration

By Pearce Wright

Almost every National Health Service hospital has empty beds or closed wards, according to Mr Ian Todd, president of the Royal College of Surgeons. Yet there are waiting lists of acute cases, and some patients are sent home before surgery because beds or operating theatres are unavailable.

"Frustration and declining morale" was undermining the efforts of doctors and nurses, Mr Todd said. "Surgeons and physicians are unable to pursue their work in a satisfactory way. Nurses

feel they cannot give patients the care they should have."

Mr Todd was explaining why the presidents of Britain's three leading medical organizations had called on the Government yesterday to "save our health service".

In addition to Mr Todd, Sir Raymond Hoffenberg, president of the Royal College of Physicians, and Mr George Pinker, president of the Royal College of Obstetricians and Gynaecologists, signed a statement headed "Crisis in the NHS".

Mr Todd, a consultant surgeon at St Bartholomew's and St Mark's hospitals in London, said: "At St

Mark's, a specialist hospital of 90 beds, we have a ward of 20 beds shut and a waiting list of 600".

A questionnaire sent by Mr Todd to fellows of the Royal College of Surgeons in October showed similar circumstances in many parts of the country.

The questionnaire was prompted by letters about the decline of acute treatment service. Mr Todd asked colleagues for "evidence to enable me to make some impact on the Government."

"Doctors are particularly incensed by the political chicanery

behind the face-saving allocation of £30 million for waiting lists." This would do little to resolve the crisis.

Mr Todd's misgivings were echoed last night by Sir John Hoskyns, director general of the Institute of Directors, who told West Yorkshire business leaders that the state of the National Health Service should be treated as "a national emergency" (Edward Townsend writes).

Sir John said that the failings in quality of service, cleanliness, discipline and the efficient use of human and capital resources were not the fault of the people in the NHS. "They are the inevitable con-

sequence of a system which cannot function in its present form."

If health care was to be provided free, demand would always outstrip the levels of expenditure and tax which were politically and economically tolerable.

● New evidence about the number of children dying while on hospital waiting lists was presented in Granada Television's *World in Action* last night. The documentary said a survey showed that in the year ended this summer, 24 premature babies died after being denied intensive care cots.

Parliament, page 6

Government dismisses criticism of NHS policy

By Martin Fletcher, Political Reporter

The Government has dismissed bitter criticisms of its health policies by the presidents of the three royal medical colleges as "excessive simplifications".

In a remarkable put-down in the Commons, Mr Anthony Newton, Minister for Health, acknowledged that there were difficulties and pressures within the health service, but said they were "complex problems which are sometimes reduced to excessive simplifications by some who put statements out".

Rejecting claims that lack of resources were at the root of the health services' problems, he said there was much room for improvement in NHS efficiency.

Mr Newton's comments came as the Government faced its first serious rebellion since the general election on legislation which will impose charges for eye and dental check-ups.

His remarks did nothing to ease the disquiet of his own backbenchers, several of whom interrupted his speech to express concern at the three presidents' statement, and provoked the outrage of Mr Robin Cook, the shadow Secretary of State for Social Services.

He would never presume to tell the presidents of the three royal colleges that they had failed to grasp the complexity of the issues, Mr Cook said. The unprecedented joint statement, which said acute hospital services had "almost reached breaking point", was a damning indictment of the state of Britain's hospitals that demanded a government response that matched the scale of the crisis.

Mr Newton argued that nursing shortages, for exam-



Mr Bruce Gynell, TV-am chief and, right, Mr Tim Wight, the ACTT shop steward, outside the London studio yesterday.

Crown Prosecution Service Clerks' row heads for court

By Frances Gibb, Legal Affairs Correspondent

A legal confrontation between lawyers of the Crown Prosecution Service and the Director of Public Prosecutions looked increasingly likely yesterday after the director rejected claims that unqualified junior Civil Servants were taking decisions illegally on what cases should go to trial.

Mr Allan Green, QC, said that what the junior clerks were doing was both "appropriate and legitimate".

The Crown Prosecution Service had taken counsel's opinion on the work done by the clerks and had been told that it was not in breach of the Prosecution of Offences Act, 1985.

His comments were made after the First Division Association, the lawyers' union, announced that it is to sue Mr Green over what it

claims to be an unlawful use of staff.

Mr Green said that the junior clerks were only "screening" cases initiated by the police and that this was done under the supervision of senior crown prosecutors and with training.

They were examining papers to see if all the documents were there; to see if there was "sufficiency of evidence"; and to consider whether there is any reason that the case should not go to a first hearing - in - the magistrates' court.

In a BBC radio interview, Mr Green denied that they were deciding whether there should be a prosecution. Cases not disposed of in a magistrates' court were referred back to a lawyer.

The Director of Public Prosecutions also rejected claims that the service had instituted a two-tier system under which judges, MPs and others in the public eye enjoyed special treatment, with cases being referred to head-quarters staff for a decision on prosecution. It had always been standard practice with any case in which there was an element of public interest that the decision to prosecute was taken by the director's office.

Miss Robyn Dacey, assistant secretary of the association, said that the vetting of cases by junior Civil Servants was illegal.

Junior clerks were being used in some areas as part of a rolling plan for them to review charges and evidence, and to determine whether a case should be prosecuted. This was contrary to the Act, which stipulated that the vetting of cases should be performed by solicitors or barristers.

We carry on, insists TV chief

Continued from page 1

what we are about. We have a commitment to broadcast news and current affairs. We are not doing that at the moment. We would like to get back into a proper and essential working relationship so we can all tackle the future, to secure our future."

But he insisted that the ACTT had to "recognize management's right to manage - you have anarchy otherwise."

Explaining his thinking on the future of broadcasting in Britain, Mr Gynell said the Peacock committee report had helped to break the mould and with Astra, the Luxembourg based TV satellite station, and BSB due to provide a host of new channels, television in the 1990s would be "totally different."

"Anybody who believes you can carry on and do exactly the same thing in the same way is unrealistic", he said.

Mr Davidovitz said union tactics in past years had been to "force" the company into agreements by resorting to industrial action if management did not "come to heel."

He added: "The only comparison between ourselves and the newspaper industry is that we are doing now what we have always done in this company and that is asserting our right to manage."

Explaining his thinking on the future of broadcasting in Britain, Mr Gynell said the Peacock committee report had helped to break the mould and with Astra, the Luxembourg based TV satellite station, and BSB due to provide a host of new channels, television in the 1990s would be "totally different."

'Specials' bounty rejected

By Peter Evans, Home Affairs Correspondent

A conference on special constables yesterday rejected the idea of paying them a bonus bounty as a boost to recruiting.

Mr Douglas Hurd, Home Secretary, told them: "If we are to make the Special Constabulary attractive to recruits and to hold on to those we attract, we have to consider their conditions of service, the level of allowances and the case for paying a bounty."

His plans ran into criticism when the conference in London discussed the future of the constabulary.

Mr Hurd wants more "specials" but the Police Federation, which was repre-

sented, said: "We do not and cannot see the Special Constabulary making a major contribution to the fight against crime."

"In some areas, we believe that the 'specials' are being employed to make up for serious deficiencies in the strength of the regular force."

"We do not think a bounty would make any difference and would detract from the voluntary nature of the Special Constabulary."

He was addressing senior officers from every force in England and Wales, special constables, the Inspectorate, representative bodies and

Judgment is reserved in Spycatcher case

By Frances Gibb, Legal Affairs Correspondent

Mr Justice Scott reserved judgment yesterday on the Government's action in the High Court for a permanent ban on press reporting of the contents of *Spycatcher*, the memoirs of Mr Peter Wright, the former MI5 officer.

His decision on the ban, contested by *The Guardian*, *The Observer* and *The Sunday Times* during a 10-day court hearing, is not expected for at least a week.

Mr John Laws, in final submissions for the Attorney General, Sir Patrick Mayhew, QC, said yesterday the Gov-

ernment had no desire to stifle legitimate debate.

It was determined, subject to the decision of the court, to be "master" of when officers and former officers in the security service might speak out and when they must not.

He added that if the Government wins, it will proceed to prevent publication of all Wright "source" material, including any future sequels by the former MI5 officer.

If it fails, it may still seek an injunction which would cover possible future revelations by Mr Wright, he added.

News International

Big rise for Wapping staff

By Tim Jones

News International has awarded its 1,200 production workers a salary increase of more than 21 per cent spread over the next three years as part of a wide-ranging package designed to improve employee participation and conditions at its high-technology plant at Wapping, east London.

A 10.75 per cent increase will be followed by rises of 5 per cent in 1989 and a further 5 per cent the following year.

A confidential questionnaire to staff showed that 95 per cent of the employees considered they had a long-term future at Wapping but 67 per cent thought the company did not keep them well enough informed.

In order to combat the criticism, the company has instituted "quality circles", where employees can discuss grievances and make representations to management.

The "open door" philosophy is to be expanded through a system of open discussions between the workforce and departmental heads. Individuals will be able to talk directly to the managing director after normal procedures have been exhausted.

Individuals involved in a

disciplinary matter who cannot resolve their differences with the company will be protected by access to an independent arbitrator, appointed by Acas, whose recommendation will be binding on both parties.

In addition to regular salary increases, in which inflationary trends will be monitored by the company, existing benefits enjoyed by the workforce will be strengthened by a longer period of notice, increased BUPA benefits and free legal advice on matters except those which relate to employment, and a sports centre.

The company decided to take this initiative after it became clear that because of restraints by the TUC, the Electrical, Electronic, Telecommunication and Plumbing Union could not represent workers at the plant.

Mr Bill O'Neill, managing director, made clear yesterday that any ambitions nurtured by the print unions Sagat 82 or the National Graphical Association to be represented at the plant were "totally unacceptable".

The company has indicated that plans by the Salaried Staff Council at the plant to

involve the TUC in its negotiations will not be considered.

When the company recently sent its confidential questionnaire to staff, large numbers responded.

Mr O'Neill said that the SSC, rejected by many of the workforce, had acted in various respects in a way which led the company to conclude it had become a hindrance rather than a help to good staff relations.

He said the question of excluding unions from the plant did not arise, as the company had not negotiated with any production unions since moving to the plant.

The company recognizes that its approach may not be welcomed by all staff members. Until December 19 those who wish to be able to leave with two months' tax-free pay.

DETAILED WEATHER INFORMATION FOR EVERY REGION OF THE COUNTRY

Weathercall will provide you with the most accurate telephone weather forecasting service in Britain, available 24 hours a day, 7 days a week.

To get an individual local forecast for your region, dial 0898 500 followed by the 3 digit code indicated on the map.

For a National 5 day forecast call 0898 500 430.

Each forecast is updated 3 or more times daily for up-to-the minute accuracy. Information is supplied by The Met Office, the World leader in weather forecasting.

The Weathercall service is charged at 30p per minute (peak and standard rates) 20p (weekends and evenings) including VAT.

FREE! For your free Weathercall card send this coupon to the address below.

Name: _____

Address: _____

Postcode: _____

Weathercall Dept, Telephone Information Services Ltd, Dewhurst House, 24 West Smithfield, London EC1A 9DL.

27/08/87

REMORTGAGE YOUR HOME INSTEAD OF A LOAN IN ONLY 15 DAYS!

ONLY 10.95% (10.6% TYPICAL APR)

- REPLACE ALL EXISTING MORTGAGES & LOANS
- PERSONAL OR BUSINESS USE - FROM £15,001
- ENDOWMENT OR PENSION LINKED
- MIRAS FOR QUALIFYING PURPOSES
- OPTIONAL SICKNESS, ACCIDENT & REDUNDANCY COVER
- PROSPECT OF TAX FREE SUM AT END OF TERM OR REPAY MORTGAGE EARLY

COMPLETE AND RETURN THE COUPON BELOW OR CALL (REVERSING THE CHARGES).

01-882 6111

*Life Assurance required if pension linked. All mortgages secured by first legal charge on property and subject to status, valuation and life acceptance. 15 working days.

Please send a personal illustration and information package.

Name (applicant): _____

(Joint Applicant) _____

Address: _____

Age(s) Next Birthday: _____ yrs _____ yrs

Telephone: _____ (day) _____ (eve.)

Amount Required including outstanding mortgage: _____

Term: _____ yrs

Current House Value: _____

EMPIRE INSURANCE SERVICES LTD. LICENSED CREDIT BROKERS. 100 High Street, London N1 8ES.

Master 'could not be held negligent' for ferry disaster

By Michael Horne

Captain David Lewry, former master of the *Herald of Free Enterprise*, launched a High Court appeal yesterday against the findings of the Zebrugga disaster inquiry, claiming that he was not to blame for leaving port with the ship's bow doors open.

Captain Lewry is seeking to have overturned the inquiry verdict that he was guilty of serious negligence last March when the Townsend Thoresen ferry capsized with the loss of 189 lives.

The captain, accompanied by his wife, Patricia, said without displaying emotion as Miss Belinda Bucknall, his counsel, told the court: "It is a penalty with severe implications for his career and curtails his ability to earn a living and support his family."

Miss Bucknall told Mr Justice Hirst and Mr Justice Phillips in the Admiralty Court that there were no grounds on which Captain Lewry could be held negligent, and that in any event, the penalty of his suspension was too severe.

She said he was found to be negligent because he failed to institute a system on board the ship in which he should have been given a positive report that the vessel was secure before putting to sea.

"This is wrong in law because he could not have been personally at fault unless he departed from the standard of care of a reasonably prudent ferry master," she said.

Until the night of the disaster, no Townsend ferry master had required positive reports from deck officers on ship security before putting to sea.

"It was not a system which the appellant ought reasonably to have foreseen was unsafe, since there was no possibility of the vessel proceeding to sea with the bow doors open unless both the petty officer and the deck officer failed totally to carry out their duty on the same occasion. The appellant had no reason to suppose that such an event might occur."

She said the inquiry failed to give proper weight to the fact that the immediate cause of the tragedy was the serious negligence of the assistant bosun, Mr Marc Stanley, who was asleep in his cabin at the time he should have been at the bow door controls on G deck, and the failure of the chief officer, Mr Leslie Sabel, to stay there at least until he saw the door operator at the controls and beginning to close the doors.

The underlying fault was the sloppiness which had infected the whole of the management of Townsend Car Ferries Ltd, she said.

The company's standing orders on the sailing of its three "spirit class" ships had been compiled in 1977.

Order 01.09 appeared to lend tacit company approval to "negative reporting", which allowed the master to take his

ship out of port unless he heard of any deficiency which should prevent sailing, Miss Bucknall said.

"I do urge this court to set aside all matters which have come to knowledge as a result of the investigation and to judge Captain Lewry's conduct in the light of practices which were prevalent at the time."

Captain Lewry had been at sea for more than 30 years, held a master's certificate for 20 and had been in charge of a ship for 10 years.

"Captain Lewry came to an established system which had been set up by men more experienced in ferry operations than he, and neither he nor any of the other experienced masters who operated that system saw anything unsafe in it," Miss Bucknall said.

"There was no evidence at the inquiry to show that before March 6, 1987, other ferry masters operated a different system in relation to the closure of their doors, and in particular that they instigated and maintained a system of positive reporting."

"Although in hindsight it can be seen that the system was capable of improvement, at the time it seemed perfectly satisfactory." It required a disaster to show that the system was capable of improvement.

Captain Lewry's appeal under the Merchant Shipping Act, 1970 continues today.

King's Cross blame rejected

By Rodney Cowton, Transport Correspondent

Criticism that financial pressure on London Regional Transport had forced London Underground to cut corners on safety and help create the circumstances which led to the King's Cross fire, was rejected by the Government yesterday.

Mr David Mitchell, Minister of State at the Department of Transport, said that the Government had set LRT the objective of reducing its need of subsidy, but it was not true that this had put it under undue pressure.

LRT was likely to need about £58 million in revenue support this financial year, well below the government target of £95 million. If LRT could beat the target so comfortably it could not be said to be under great pressure.

Mr Mitchell said. He said that in real terms investment had risen from £93 million in 1977 to more than £190 million this year.

He said that the deaths of 31 people at King's Cross were the first passenger fatalities on the Underground for 12 years.

The disaster could not be attributed to staff reductions because pro rata the London Underground had more staff than any other underground system.

London Underground was investing £5 million a year on fire "prevention" and the elimination of other hazards and £15 million a year on renewal of lifts and escalators.

"Any proposals which LRT want to bring forward to

improve safety, and which are outside their existing objectives, will be given urgent consideration."

The police are no closer to discovering the identity of the thirty-first victim of the King's Cross fire.

Scotland Yard said last night that the removal and replacement of a bone flap in the skull of the middle-aged man, who died of horrific burns and asphyxiation in the booking hall of the Underground station, suggested he had undergone brain surgery at some stage. He was wearing oil-stained boots.

An inquest on the victim identified at the weekend was opened and adjourned at St Pancras coroner's court yesterday.

Princess helps sporting appeal



The Princess of Wales talks to Georgina Holmes, aged 11, who took part in a gymnastics display yesterday at a school for children with learning difficulties, as Sir Eldon Griffiths, the former sports minister, looks on.

The royal visitor to Northway School in Mill Hill, north-west London, helped to launch the record, *A Very Special Christmas*, featuring rock artists such as U2, Madonna, Sting and Bruce Springsteen.

Proceeds from the record's sale will go to Special Olympics charities which give sports coaching and training to handicapped children and adults.

The Princess told pupils that Prince William, aged five, loved learning to swim at his new school in west London. When Sir Eldon offered to shield her with his jacket from the splashing of swimmers taking part in another sporting exhibition, the Princess replied: "It's not necessary, I'm used to getting wet."

Sir Eldon chairman of Special Olympics UK, said afterwards: "Twenty years ago many of the children the charity is setting out to help would have been locked out of sight and out of mind."

"But because of schools such as Northway and the Olympics charity they have a chance to participate and participate well." (Photograph: Peter Triemer)

Cleveland abuse case

Judge ends father's ordeal

A father of three was reunited with his family last night after a judge dismissed the sexual abuse accusations that had been hanging over him for nine months.

Mr Justice Eastham told Teesside Crown Court that he hoped that the professional man, from Cleveland, suspended since May, would be given back his job without delay.

The 41-year-old man's wife wept after the judge ended wardships on their three children and criticized the trauma they had been subjected to.

Their two boys, aged 12 and one, and their daughter, aged 10, were put in three separate foster homes after Dr Marietta Higgs diagnosed sex abuse on all three. She was supported by Dr Jane Wynne, a Leeds paediatrician, and another doctor.

Mr Justice Eastham said: "I am satisfied the children were not sexually abused by their father and I am not satisfied they were sexually abused at all. The relentless questioning of these children, albeit in good faith by social workers, has left psychiatric scars and they now need some help."

"I am satisfied they have caring and loving parents who have not harmed them in any way whatsoever."

The judge disclosed that Cleveland County Council, which made the children wards of court, had volunteered to pay £4,000 towards the parents' legal costs.

Mr Craig Beer, their solicitor, said afterwards: "The offer does not cover what it has cost them to win their long battle."

Telecom contracts 'disgraceful'

By David Cross

British Telecom should be penalized for failing to provide an efficient service for telephone users, according to a report published by the National Consumer Council today.

Customers who have problems with telephones or bills have little chance of getting a fair deal from Telecom if they complain. Mrs Sally Oppenheim-Barnes, chairman of the council, says:

"The standard telephone

contracts which BT's customers are required to accept when they have a telephone line installed are, quite simply, a disgrace. They are loaded in favour of BT and against customers."

The contracts stipulate that BT is not obliged to install a telephone line on a promised date or to carry out repairs within a set period. "They appear to allow BT to provide telephones which don't work properly and telephone lines with bad connections."

Moreover, BT is not liable

to provide any rental refund or to compensate customers for any loss caused by interruptions to service.

The solution, the report says, is to set the company standards for quality of service that should be written either into BT's licence or its standard contract.

"If BT fails to meet these standards, then it should be obliged to compensate individual customers and suffer financial penalties which would reduce its profitability."

Extra men in missing wife hunt

By Stewart Tendler
Crime Reporter

Extra men were drafted in by Avon and Somerset police yesterday to answer telephone calls from the public after detectives searching for Mrs Shirley Banks issued a photograph of an unnamed man whose movements they want to trace.

As the incident room at Bristol fed information from the calls into a computer, police said they had received 200 calls, from as far afield as Cornwall and Yorkshire. "We are very pleased with the response," the police said.

A number of interesting lines had emerged, "but nothing major yet" had helped the team of 50 detectives.

The movements of the man between January 1986 and October this year are thought to be vital in solving the disappearance of Mrs Banks, aged 28.

She vanished on October 8 while on a shopping trip, a month after getting married.

Supt William Andrews said they were anxious to hear from anyone who had seen or done business with the man, possibly to rent or let property. Detectives had four keys which they wanted to identify.

Nose was bitten off after party

A stag party ended with the bridegroom biting off a man's nose, Salisbury Magistrates' Court was told yesterday.

Private Gary Huntley had been celebrating his forthcoming marriage at Dusters Wine Bar in Salisbury, Wiltshire, when fighting broke out between the soldiers and local residents early on Saturday.

Mrs Susan Davis, for the prosecution, said that during the fracas, Private Huntley, aged 18, a member of the 1st Battalion, The Parachute Regiment, based at Aldershot, Hampshire, who was due to be married later that day, attacked Mr Paul Arnold and bit off his nose.

Mrs Davis said that Private Huntley was drinking with two friends, Private Michael Reading, aged 19, and Private Zachary Moore, aged 18.

The three allegedly attacked two men near the wine bar, kicking and punching them to the ground. Later, Mr Arnold was allegedly attacked and his nose was bitten off. It was stitched back on at Salisbury General Infirmary.

The three soldiers were granted unconditional bail and delivered into Army custody.

Price of petrol 'too high'

By Daniel Ward
Motor Industry Correspondent

Motorists are paying too much for petrol, Mr Peter Petter, director of the Petrol Retailers' Association, said yesterday.

He said the price should have fallen by at least 5p a gallon to between 165p and 168p in recent weeks because the large oil companies bought petrol in dollars.

"The price of petrol ought to be falling because of the falling dollar but instead the oil companies' profit margins are rising."

He said prices charged by major companies were surprisingly uniform in a period of stable demand when keener price competition would be expected.

Mr Petter was criticized for saying that city drivers were paying up to 3p a gallon more for petrol than in rural areas.

Shell said: "Prices are governed by competition and we are usually accused of charging more in rural areas."

Esso said its average price across the country for four star petrol was 170.1p a gallon and in big cities 169.3p.

West Midlands Police yesterday began using a "candid camera" technique to show drivers their bad habits (Craig Seton writes).

The force has installed video cameras in four unmarked police cars which will follow bad drivers and film their motoring errors.

Offending drivers will be stopped at the roadside to be shown a replay of their mistakes.

Cars on Britain's roads are getting more dangerous. More than 40 per cent failed their MoT test last year.

Faulty brakes and steering each accounted for one fifth of the failures, with poor lights and tyres also contributing to a large number of failures.

Some 41 per cent of cars failed the test last year, compared with 38.7 per cent the year before. Almost a quarter of the 900,000 trucks tested failed, more than half with brake defects. Less than a third of motorbikes failed the test.

Doubt on coronation right

By Alan Hamilton

An American woman who paid £19,000 for a title giving her the right to take part in the coronation of the Prince of Wales as king may be disappointed.

Mrs Linda Aaron, of Miami, Florida, bought the title to the lordship of the manor of Heydon, near Saffron Walden, Essex, at an auction of English lordships in London last week.

The title normally carries with it the right to attend the monarch at his coronation, bearing a basin of water and a towel should he wish to wash his hands.

However, unfortunately for Mrs Aaron, the ritual may not

be performed by a woman. Although the lord of the manor bore basin and towel at the coronation of Edward III in 1327, Richard II in 1377 and of many other monarchs since, the custom died after the coronation of George IV in 1820.

Mr Henry Paston-Bedingfield, Rouge Croix Pursuivant of Arms, said yesterday that claims to take part in the coronation were examined by a Court of Claims chaired by the Duke of Norfolk, Earl Marshal of England.

Mrs Aaron, who owns a number of lordships of the manor on the Essex-Cambridgeshire border, spent a further £38,000 at the auction buying the titles of manors in

Cumbria, Nottinghamshire and Kent.

According to informal opinion at the College of Arms, the Earl Marshal would be likely to take a dim view of titles and rights which had been bought and sold as Heydon has been. He would also consider the claim to have lapsed since it has not been exercised at the last six coronations.

Heydon was put up for auction by Lord Braybrooke, owner of Audley End, the stately home near Saffron Walden. Mrs Aaron would not comment yesterday. Mr Richard Schroeder, her solicitor, said both her paternal and maternal grandparents had come from the Essex area.

Scoop for National Gallery

The National Gallery bought an evocative winter landscape painting by the German artist Caspar David Friedrich, at Christie's in Monaco yesterday for £1.5 million.

It was a record price for a nineteenth century continental painting, overtaking the previous record of £1.45 million for Theodore Gericault's "Buste de Nègre" by Christie's, London, in November 1985.

Mr Neil McGregor, the director of the gallery, said: "This will be the first Friedrich in a British collection, and we are delighted it is

naturalism, with a church glimpsed through mist and a cross in the foreground."

It was sold by Dr Ludwig Preitz, a private collector based in Paris.

Other high prices at the sale included £86,240 for a flower painting by Jan Frans van Dael, and the same price for two paintings of greyhounds by Jean-Baptiste Oudry.

Meanwhile, at Sotheby's, Monaco, a nail-biting day regarding the sale of Emile Zola's manuscript *Le roman expérimental* ended with bad news from the French courts. "The sale of the letter and manuscripts... is

heads, with strands of hair transformed into snakes as they carve up the vase neck."

Next came a white stone sculpture, "Nymph de Fontainebleau", at £87,024, a record for Alfred Auguste Jamnot, the Prix de Rome winner of 1925. An extraordinary chair in black-patinaed bronze, was, at £65,268 (within estimate) a record for another French craftsman, Armand-Albert Bateau. The final record price was £45,687 for an amethyst-coloured vase by Timo Sarpaneva, first exhibited at the Milan Triennale in 1957.

Sotheby's had a highly successful two-day sale of the furniture and tapestries of the Chateau de La Roche-Guyon, ending yesterday with a total of £1.5 million and 98 per cent sold. The fact that the three top items had been pronounced monuments historiques, and were banned from leaving France rendered their prices all the more gratifying.

A set of four circa 1768 Gobelins tapestries from the workshop of Michel Andran and Pierre-François Cozette sold for £360,556 to an anonymous private collector. One of a pair of Louis XVI console tables sold for £205,746, more than three times its estimate, to another private buyer.

Christie's achieved a total of £330,165 for its Monaco porcelain sale, with 75 per cent sold. Top lot was a Sevres porcelain service from Fontainebleau, which fetched £108,780.

SALEROOM

By Sarah Jane Checkland
Art Market Correspondent

a painting of such high quality."

Friedrich was one of the finest artists of the Romantic era. His paintings are rare outside Germany.

"It is tremendous news," Professor William Vaughan, a Friedrich expert, said. "It is a very important painting, certainly better than the one in the Louvre."

Friedrich painted it at the height of his powers, in 1811, a few years after his famous "Cross in the Mountains", demonstrating how the depiction of landscape can be a visionary experience.

The National Gallery work continues the same theme of

You could probably find cheaper prices but it won't be an Edelson

Why? Because Edelson offer the ultimate in style, elegance and beauty. And naturally, for quality like this, you get what you pay for. So, although our furs are reduced - the cheapest they're not. But they are the most luxurious in the world.

BLUE FOX JACKETS	PREVIOUSLY UP TO £100	NOW £100
MINK JACKETS	PREVIOUSLY UP TO £300	NOW £300
FULL LENGTH MINK COATS	PREVIOUSLY UP TO £600	NOW £600
FULLY STRANDED MINK COATS	PREVIOUSLY UP TO £1000	NOW £1000
SILVER FOX JACKETS	PREVIOUSLY UP TO £1000	NOW £1000
SILVER FOX COATS	PREVIOUSLY UP TO £3000	NOW £3000
MUSQUASH JACKETS AND COATS	PREVIOUSLY UP TO £1800	NOW FROM £600
MINK AND FOX JACKETS TRIMMED LEATHER	PREVIOUSLY UP TO £800	NOW FROM £900
FUR FUR JACKETS	FROM £30	
Hand Cut Custom Collection Fur	FROM ONLY £1505	

Edelson
FURS AT

Selfridges

THERE'S NO PLACE LIKE IT.
INTEREST FREE CREDIT AVAILABLE

Full terms and conditions on request.
SAGA FOX
OF SCANDINAVIA

Also in Paris, New York, Montreal & Copenhagen

RIGHTS PROTESTS

Strong-arm KGB dents the glasnost image again

From Christopher Walker, Moscow

Undeterred by world criticism, plain-clothes KGB agents and uniformed militiamen yesterday used violence for the second time in 24 hours to break up a peaceful demonstration by a handful of Soviet Jews protesting at the Kremlin's refusal to permit free emigration.

The determination of the KGB to use strong-arm tactics against non-violent demonstrators on the eve of the Washington summit was seen in diplomatic circles as an attempt by hardliners to embarrass Mr Mikhail Gorbachov over the question of human rights during his talks with President Reagan.

Western experts pointed out that, if scores of KGB men backed by the police had not intervened, the demonstration would have quickly petered out. As it was, at least 10 people were briefly detained, Western journalists were roughed up by agents apparently acting under orders, and pre-summit boasts of *glasnost* became progressively less convincing.

In a military-style operation which began more than 40 minutes before the small protest was due to start in a park opposite the headquarters of the Communist Party's Central Committee, KGB agents blocked all entrances.

The violence began when two out of only seven Soviet Jews who had made the tortuous journey through the security cordon suddenly unfurled concealed banners.

Both men were jumped on by KGB men who knocked journalists aside in the process and tore up the posters. The ludicrous pretence on Sunday

that the agents were official "peace demonstrators" was dropped yesterday.

Much of the anger of the KGB men and a crowd of ordinary Soviet people was directed against US and other Western journalists who had gathered to report the demonstration.

Mrs Anna Kholominitsky, wife of one of the organizers, said later that between 10 and 20 Soviet Jews trying to get to the demonstration site had been driven away in an official bus. She added that, in Leningrad, at least four more Soviet Jewish demonstrators had been arrested since Sunday and one, Mr Lev Furman, a refusenik since 1974, had been sentenced to 10 days in prison.

To accompany the street protest, 50 Jews in Moscow and 89 in Leningrad, the Soviet Union's second biggest city, have been staging limited hunger strikes to try to highlight their cause.

● **Unprecedented action:** A Soviet newspaper has revealed that a nationalist demonstration thought to be unprecedented took place last month in Byelorussia, long regarded as one of the Soviet Republics most heavily subdued by Russian influence (Alexander Johnson writes).

A detailed report in the official daily *Sovetskaya Byelorussia* dated November 17 describes the political demonstration on November 1 in a central square in Minsk, in which hundreds of protesters denounced the "genocide" of the Byelorussians by Stalin in the 1930s and called for an end to present corruption in the bureaucracy.



Striking a rapport at Brize Norton: Mrs Thatcher and Mr Gorbachov, with a series of smiles and handshakes, convey an atmosphere THE BACKROOM BOYS

Test for a pragmatic newcomer

From Michael Binyon, Washington

The summit will be a grueling debut for Lieutenant-General Colin Powell, President Reagan's new black National Security Adviser. Though only three weeks in office, he has already impressed people with his skills as an organizer and co-ordinator.

He has been meticulous in drawing up the negotiating briefs for Mr Reagan, scheduling White House conferences on the summit and briefing sessions for the President.

General Powell, a career soldier named to his post on Mr Frank Carlucci's move to the Pentagon as Secretary of Defence, is a tall, commanding figure. He is a novice in foreign affairs, whose political views are unknown but who has won praise in the Army for fairness. Regarded as a pragmatist with no political agenda of his own, he will have to use all his tact and authority to maintain discipline and co-ordinate White House strategy during the hectic summit negotiations.

General Powell has already accompanied Mr George Shultz to Geneva during the Secretary of State's last round of talks with Mr Eduard Shevardnadze, the Soviet Foreign Minister, which led to the

intermediate missile treaty and to the next step of a strategic missile treaty. He is helped now by having Mr Carlucci in the Pentagon, who is likely to prove far more co-operative in getting progress on arms control.

A long-time and bitter rival of Mr Caspar Weinberger, Mr Shultz has steadily and consistently championed the arms-control process, but frequently



General Colin Powell: A welcome organizing skill.

The inconclusive end to the extraordinary Reykjavik summit left Mr Shultz disappointed. But he was quickly able to regain control, and has encouraged Mr Reagan's determination to push ahead with talks leading to the intermi-

ate-range missile treaty and to the next step of a strategic missile treaty. He is helped now by having Mr Carlucci in the Pentagon, who is likely to prove far more co-operative in getting progress on arms control.

He relies heavily on his senior aides at the State Department and two will play key roles in the summit: Mrs Rozanne Ridgway, the Assistant Secretary of State for European Affairs, who has been present at all the main negotiations with the Russians, and Mr Michael Armstrong, Assistant Secretary of State for Political Affairs, who has already led the preliminary negotiations on the other vital summit issues, such as Afghanistan and regional conflicts.

The third main adviser will be Mr Max Kampelman, the veteran chief arms negotiator at Geneva, whose legendary patience and forbearance have earned him the respect of the Russians, while enjoying President Reagan's full trust. Mr Kampelman, now a special counsellor at the State Department, has drawn up the main lines of the treaty to be signed, as well as the work already accomplished on a long-range treaty. His advice will be essential on Soviet negotiating tactics and in helping Mr Reagan respond to whatever offers Mr Gorbachov makes on this next stage.

Finally, there is Mr Marlin Fitzwater, the White House spokesman, whose role in briefing the world's press and ensuring that the US point of view is properly presented, is vital to public perception of Mr Reagan's performance.

It is considered that Mr Fitzwater is far more affable and flexible than Mr Larry Speakes, the former spokesman, whose combative tone and arrogance at Reykjavik were largely responsible for the fierce press criticism of the way the US side conducted the negotiations.

Powerful Soviet cast promises media road show

From Christopher Walker, Moscow

Mr Mikhail Gorbachov, the Soviet leader, arrived in Washington last night accompanied by a team of professional advisers who between them have a sophisticated understanding of the American mind and an ability to move swiftly to take advantage of any slips made by the other side.

While Mr Eduard Shevardnadze, the affable Georgian-born Foreign Minister, will be the main supporting actor in front of the cameras, diplomats here believe that the three key members behind the scenes are Mr Aleksandr Yakovlev, the Kremlin's propaganda chief, Mr Anatoly Dobrynin, the party's leading foreign policy expert, and Marshal Sergei Akhromeyev, the highly politicized Chief of the Soviet General Staff.

In Mr Dobrynin and Mr Yakovlev the Soviet leader has advisers who have extensive knowledge of how the US government machine works and also important contacts within it.

Mr Dobrynin, regarded by many observers as more influential in policy-making than Mr Shevardnadze, was Soviet Ambassador in Washington for a record 24 years, during which time he worked with six American Presidents and under five Soviet leaders. He played a key role in advising Mr Gorbachov during the successful first Geneva summit in November, 1985.

Now in charge of the foreign policy secretariat of the party's Central Committee, Mr Dobrynin was once described by Dr Henry Kissinger, the former US Secretary of State, as one of the few Soviet diplomats with a keen insight into the psychology of Westerners.

During the presidency of Mr Richard Nixon from 1969 to 1974, he was thought of so highly that he was given direct access to the White House which allowed him to slip in and out unnoticed for regular meetings.

"Imaginative and suave, he has an intuitive gift of understanding what makes people tick," said Mr Arkady Shevchenko, the senior Soviet official who defected in 1984.

Mr Yakovlev, one of Mr Gorbachov's loyalist supporters inside the Politburo, first displayed his talent as an organizer of official visits when Mr Gorbachov visited Canada in 1983, at a time when Mr Yakovlev was serving as Ambassador there in virtual political exile as a result of an obscure ideological dispute a decade earlier.

Regarded by many intellectuals as the main driving force behind *glasnost* (and a keen opponent of the Kremlin

conservatives), he was soon rescued from his Canadian exile and credited with ensuring the public relations triumph of the Gorbachovs' headline-grabbing trip to London late in 1984.

His knowledge of American foreign policy goes back to the late 1950s when, at the age of 35, he spent some time at Columbia University in New York as an exchange student and later earned the title of doctor of historical sciences.

Mr Yakovlev's experiences did not make him pro-American and he wrote a number of books highly critical of the US, which he once described as an imperialist predator "intoxicated with the destructive power of atom bombs". More recently, he has softened his rhetoric and displayed an uncanny knack for understanding — many would say, manipulating — the Western media, notably the big US television networks.

While Mr Dobrynin concentrates on the gritty-gritty of policy, Mr Yakovlev prefers



Mr Dobrynin: Has dealt with six US Presidents.

to paint with a broader brush to mould the public image of both Mr and Mrs Gorbachov in a way which has reaped enormous dividends in terms of world opinion.

Of the three, Marshal Akhromeyev is the least well known to the world at large, but as one of three deputies to the new Soviet Defence Minister, General Dmitri Yazov, he is regarded in the State Department as the most influential Soviet arms negotiator and the most imaginative at devising formulas for circumventing problems.

Marshal Akhromeyev, who succeeded the controversial Marshal Nikolai Ogarkov as Chief of Staff in September, 1984, is able to provide Mr Gorbachov with an instant, on-the-spot appraisal of how any new arms control proposal will be viewed within the huge Soviet military establishment.

At Reykjavik last year, he won a remarkable degree of respect from his American opposite numbers.

Classroom angels enchant the First Lady from Moscow



Mrs Raisa Gorbachov sitting among some of the children she met during her visit to the Edith Moorhouse Primary School, Carterton, near Brize Norton, yesterday. She asked to have her photograph taken with the children who took part in the school's Nativity play. (Photograph: Harry Kerr)

THE PUBLIC'S VIEW

Britons regard Reagan as the 'bad guy'

By Nicholas Beeson

A Mori survey of European attitudes, released yesterday by *NBC News* in New York, suggests that most Britons are hostile to President Reagan but overwhelmingly sympathetic to the Soviet leader, Mr Mikhail Gorbachov.

In interviews with 2,004 British adults last month, 54 per cent said they regarded the US leader "unfavourably" with only 31 per cent viewing him "favourably".

By contrast Mr Gorbachov emerged in a much more positive light, with 68 per cent saying they regarded him favourably and 14 per cent favourably unfavourably.

The poll follows a generally hostile trend in Britain to the Reagan Administration. In February, 1986, a study concluded that most Britons believed that the US posed an equal or greater threat to world peace than the Soviet Union.

In the latest survey 39 per cent trusted Mr Gorbachov to reduce tensions between the superpowers more than President Reagan, who received a

vote of confidence from only 19 per cent.

But the British public appeared evenly disposed towards the superpowers on whether Washington or Moscow would honour a treaty to limit nuclear weapons, with 62 per cent saying they believed the Russians would keep their word and 61 per cent trusting the Americans.

Only 26 per cent appeared

make the country less secure.

The British public's responses varied from attitudes on the continent, where the same questions were put to 919 French and 1,850 West German adults last month.

The French public appears even-handed in its cynicism to both superpowers, with 51 per cent unconvinced that the Soviet Union would honour its treaty commitments and 42

believing the US would keep its word. Only 25 per cent of the West Germans were mistrustful of the Russians and 24 per cent sceptical of the Americans.

Both the French and Germans showed greater approval of President Reagan than the British, with 37 per cent of the French and 38 per cent of the Germans favourably disposed to him and 35 per cent of the

President Reagan performed moderately better in France than in West Germany over the question of which leader was more likely to reduce tensions between the superpowers. In France 23 per cent favoured President Reagan, as opposed to 16 per cent for Mr Gorbachov, while in West Germany 16 per cent came out in favour of President Reagan with 24 per cent for Mr Gorbachov.

Like Britain, 47 per cent of Germans said they believed a nuclear weapons limitation agreement would make their country a safer place, with 26 per cent saying it would make no difference and 8 per cent believing it would make West Germany less secure.

In France 19 per cent believed the country would be safer, 54 per cent said it would make no difference, and 14 per cent maintained it would be less secure.

Source UK: Mori 2,004 adults Nov 6-10 1987. France: BVA 919 adults Nov 14-19 1987. West Germany: Sample Institute 1,850 adults Nov 7-16 1987.



Trident no obstacle

The Prime Minister made clear once again to Mr Mikhail Gorbachov yesterday that Britain's Trident missile deterrent was not for negotiation in any superpower talks on reducing strategic arsenals (Michael Evans writes).

Mr Gorbachov accepted her explanation that until the Soviet and American arsenals were substantially reduced — well below the proposed 50 per cent cut — Britain's deterrent could play no part in negotiations. Senior British officials said Mr Gorbachov no longer regarded Trident as an obstacle to gaining a strategic missile (Start) agreement with the United States. He was optimistic, they said, that a deal could be reached, but along "clearly defined steps".

Gunmen scare

Police threw roadblocks around Oxford yesterday in a hunt for two "very dangerous" gunmen at large just 16 miles from the air base where Mrs Thatcher was meeting Mr Gorbachov. The men escaped in a van after shots were fired as they tried to rob a security vehicle. A police spokesman said: "I must warn the public not to approach these men."

Olympic plea

Seoul (AP) — South Korea has asked President Reagan to seek Mr Gorbachov's help in protecting the 1988 Seoul Olympics from any hostile action by North Korea. Mr Choi Jae Wook, the chief presidential spokesman, yesterday said President Chun made the request in a letter sent to Mr Reagan last week.

Peace gifts

Mr Martin Dent, a senior lecturer at Keele University, Staffordshire, is to send silver-plated trays engraved "In gratitude for the INF Treaty, December 1987, and in hope of further advances towards peace" to the superpower leaders for Christmas.

Prison count

Washington (Reuters) — The Soviet Union still had more than 400 political prisoners on the eve of the summit, the US human rights group Helsinki Watch said.

Different view

Peking (Reuters) — Big differences between the superpowers will prevent the summit from being very happy and relaxed, the official Chinese news agency said.

TO PLACE YOUR
PROPERTY
ADVERTISEMENT
IN
THE
TIMES
TRADE
ADVERTISERS
TEL: 01-481 1986
ADVERTISING
FAX NO.
01-481 9313
TELEX
925088
PRIVATE
ADVERTISERS
TEL: 01-481 4000

Britain fails to gain SDI cash

By Michael Evans, Defence Correspondent

Britain's involvement in the American Strategic Defence Initiative project is so disappointing, it is now estimated that by the end of next year awards to British companies and universities so far will total a mere \$100 million (£56 million).

As Mrs Thatcher was discussing her ideas on the way forward for strategic defence research with the Soviet leader, Mr Mikhail Gorbachev, British officials were being openly pessimistic about Britain's share in the \$3 billion-a-year programme.

At present Star Wars awards to Britain total \$45 million, involving about 60 contracts.

The main focus of the contracts has been on theoretical studies. The Ministry of Defence has a \$10 million contract which has been apportioned to British industry.

There is also a small pilot study under way into a scheme for simulating a Star Wars system that would cover Europe as opposed to the United States. The British

company, Ferranti, is engaged in this project.

Officials admitted yesterday that so far Britain had won only a tenth of what had been expected when the memorandum of understanding was signed in 1985 by Mr Caspar Weinberger, then US Defence Secretary, and Mr Michael Heseltine, then Secretary of State for Defence.

While the US Congress continues to put budgetary restraints on SDI, British officials believe that Britain's share of the work will remain at a very low level.

Poland talks: The Polish Minister for Foreign Affairs, Professor Marian Orzechowski, will have talks today with Mrs Thatcher and the Foreign Secretary, Sir Geoffrey Howe (Alexander Johnson writes).

There is speculation that the talks will focus on Polish proposals for reductions of nuclear and conventional weapons in Central Europe. Professor Orzechowski is also expected to sign an agreement to encourage mutual investment in the two countries.



redolent of a visit by an honoured close family friend rather than a formal meeting between the leaders of ideologically opposed regimes.

AFGHAN DILEMMA

Bloodbath fear as Russians seek for Kabul pull-out

Amid mounting speculation about a Soviet withdrawal and growing US optimism about Moscow's stance, Afghanistan has emerged as the key regional issue for the summit. Our Moscow Correspondent, Christopher Walker, one of a small group of journalists permitted into the country last week, reports on the tense political and security situation facing the negotiators.

Most of the handful of Western diplomats still serving in Kabul (one of whom attended a recent reception wearing a T-shirt bearing the slogan "Apocalypse for Communism" on the front and "El Salvador" on the back) are convinced that the Kremlin would dearly love to withdraw its troops.

But few can see how it can be done without leaving behind a bloodbath, the precursor of which may have been this week's fierce gun battles between government troops and followers of General Ismat Muslim, the former rebel elevated to that rank in the chaotic Afghan Army.

The general, a legendary bully, braggart and drunkard, whose 5,000 followers had a

Dr Najibullah's ruthlessness revealed in his pearly smile

reputation for banditry, had fallen foul of the security forces recently when he kidnapped a local singer who was the mistress of a senior minister. The depth of the intrigue, the calls for revenge it engendered, and the sheer ferocity of the fighting last Monday were seen by many as a taste of what can be expected if the Soviet troops pull out. "I sincerely hope my own tour is over before they go," one Western diplomat confided.

The distrust of Afghan political and security chiefs for each other, never a factor to be downplayed in a country with a tradition of violence, has now reached such a pitch that they have been ordered to leave personal weapons outside meetings of the Central Committee and other organs of the ruling People's Democratic Party. When Dr Najibullah, the Kremlin-backed leader, gave a press conference after his election as President, an elaborate decoy conference was organized — complete with microphones and ported plants — to which newsmen were taken first, before being whisked two miles to the real venue.

"Everybody is very jumpy; they feel something is in the air, but they do not know what. Perhaps it is something to do with the summit. It is impossible to know whether many of the bombs are the work of rebels or factions within the party," a European envoy explained. "My own view is that the regime would not last three days without Soviet support. As the British found out in Aden, I expect them to start knocking hell out of each other from the day that the Kremlin announces a definite date for leaving."

In Kabul, despite low morale among the Soviet community (including wives and even the occasional girl friend), the signs are of the Soviet troops digging in rather than planning a hasty retreat.

Since the summer they have taken over many key posts around the capital, replacing the notoriously inefficient Afghan soldiers, many of whom have little real loyalty to the Government.

The 41-year-old Dr Najibullah, although he talks frequently about the possibility of an eventual Soviet withdrawal, has given little indication that he is willing to make the political concessions necessary to secure a coalition government.

Given that Dr Najibullah (whose ruthlessness is best revealed in his unnerving, pearly smile) is showing little sign of a man ready to step aside, or of one the Kremlin is about to push, as it did his predecessor, the present optimism about a Soviet departure is easier to understand outside Afghanistan than in it.

With the wide credence given the description of Afghanistan by the Soviet leader, Mr Mikhail Gorbachev, as a "bleeding wound" and the stubbornness with which the Soviet Union has in the past pursued its own security interests, observers are now trying to envisage a scenario which would make a repeat possible without leaving a dangerously volatile situation along the Soviet Union's southern borders.

If, as this week's incidents have suggested, that proves impossible, the experts point to the possibility that the Soviet Union may choose instead to follow the example of Israel when it was trying to end its bloody involvement in Lebanon. The Israeli solution, still in operation, was to leave behind a "security belt".

"The Soviet troops may eventually withdraw north of the Hindu Kush, using the mountain range as a natural

It's no longer a question of if Soviets will go but when

barrier and leaving everything south of it, including Kabul, to be a thorn in the flesh of Pakistan," a senior Western diplomat explained.

Already the Soviet Army's failure to halt the two-week rebel siege of the key provincial city of Khost, with its beleaguered population of 40,000, has exemplified the Kremlin's new reluctance to risk Soviet casualties.

"There is a feeling that we are now in a period of end-game, but no one here can predict how long it will last," said another of the intrepid band of Western military experts in Kabul.

"It is no longer a question of if the Soviet troops are going to leave, it is a question of when they will start, what type of mess they will leave behind, and how fast they will go," said one of the Kabul-based diplomats.

Howe puts emphasis on human rights issues

Continued from page 1

British and Soviet delegations led by the two foreign ministers. They were held separately to the discussions between Mrs Thatcher and Mr Gorbachev, and examined fewer subjects but in greater detail.

Sir Geoffrey handed Mr Shevardnadze two lists of Soviet Jews, intellectuals and ordinary Russians separated from their families in the West. The first listed people whose cases had been raised

with Moscow in the past without success, while the second contained names which have come to the Government's attention since the Prime Minister and Foreign Secretary went to Moscow in the spring. Sir Geoffrey set out to explain that the West saw a direct link between Soviet human rights progress and its own willingness to accept further cuts in nuclear weapons.

"The point I emphasized is that if one is to secure the necessary steady improve-

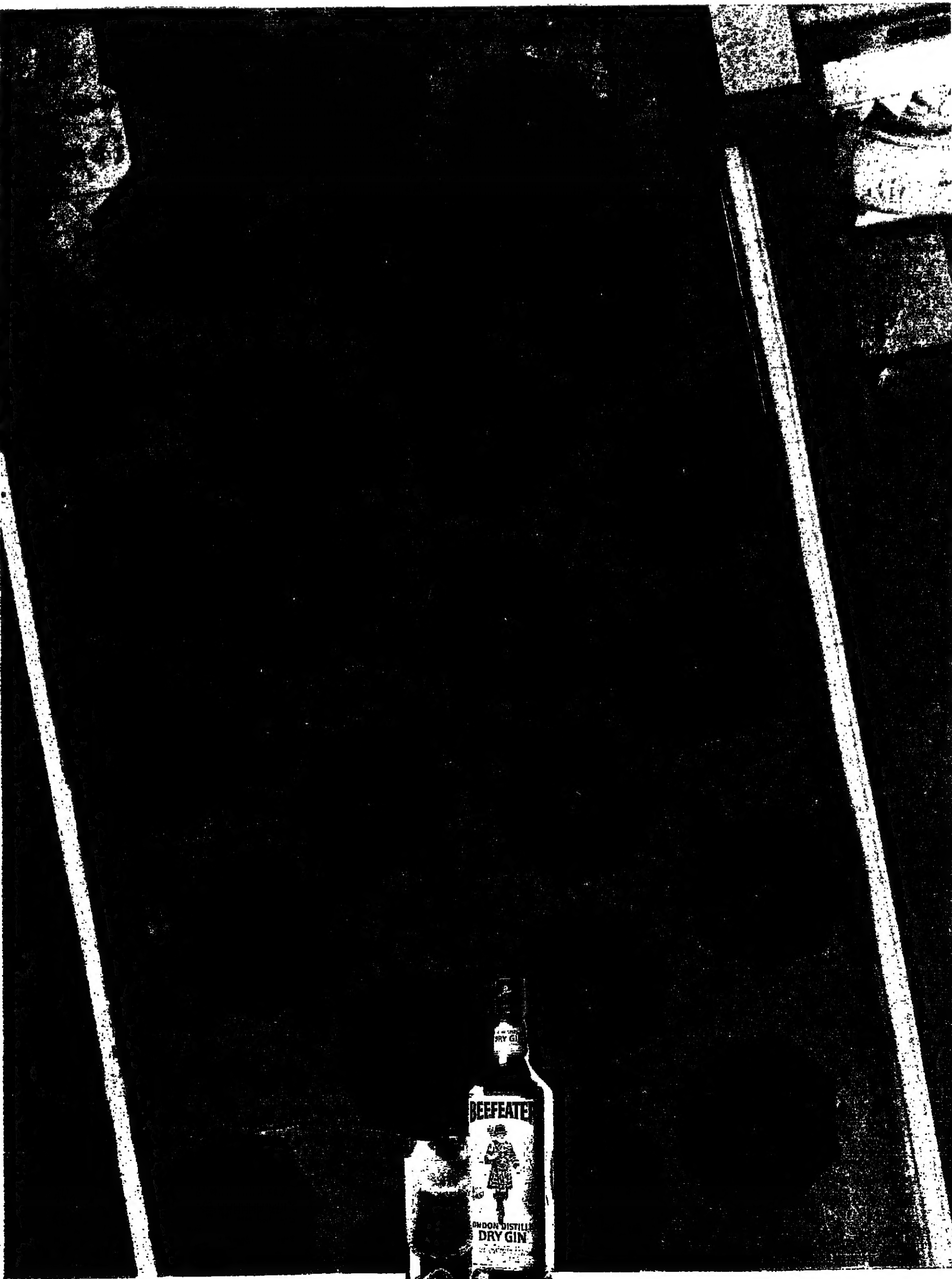
ment in confidence that is going to (bring about) further progress in arms control... then manifest and clear progress on human rights is also important," he said.

Whitehall sources said his emphasis on human rights caused "quite a lively discussion" and prompted a frosty response from one member of the Soviet delegation.

Mrs Thatcher also brought up human rights with Mr Gorbachev, but in a more

general sense. She explained later that while the Moscow incident on Sunday was "tragic" it was important to set it in a wider context.

"One must keep the broad progress and the direction of the progress in mind... when these tragic occasions occur," she said. "The important thing is that the progress on human rights goes on and that it is steady. What matters in enhancing the sum of human freedoms and human happiness is that you are going in the right direction."



JUST RIGHT FOR CERTAIN INDIVIDUALS.

After more than 160 years, the celebrated Beefeater and tonic remains unusually dry. So, apparently, do its devotees.

Gorbachov's itinerary

SOVIET EMBASSY	WHITE HOUSE
Tuesday 10.00pm GMT: Gorbachov returns for talks with US academic	Tuesday 3.30pm GMT: Treaty signing ceremony 12.00pm GMT: Reagan hosts state dinner
Wednesday 12.00pm GMT: Gorbachov hosts reciprocal dinner	Wednesday 3.30pm GMT: Summit talks continue
Thursday 8.00pm GMT: Gorbachov meets US business leaders	Thursday 3.30pm GMT: Final summit talks 7.00pm GMT: Departure ceremony
Friday 10.30pm GMT: Gorbachov holds news conference	
12.20am GMT: Gorbachov departs for Andrews Air Force Base	

Mr Gorbachov's timetable will take him between the Soviet Embassy, the White House, and the US State Department.

il Soviet
omises
ad show



THE TIMES
TRADE
ADVERTISERS
TEL: 01-481 1936
FAX NO.
01-481 9313
TELEX
925038
PRIVATE
ADVERTISERS
TEL: 01-481 4000

December 7 1987

PARLIAMENT

Opposition fails to get BBC injunction debate

An Opposition attempt to get an emergency debate on the legal restrictions imposed by the Government on the BBC was unsuccessful, but the Speaker said that Christmas recess debates on the next day might be a suitable opportunity for the issue to be raised.

He was pressed several times to rule that the BBC would be free to report anything which was said "in the High Court of Parliament" about its programme *My country, right or wrong*.

He said that, although anything said in the Commons was in the public domain, what the BBC reported was a matter for the corporation and it must make up its own mind.

Mr John Morris, Labour spokesman on legal affairs, had sought the emergency debate.

He said: The Law Officers may be trigger happy in seeking injunctions, but they are not anxious to explain them.

A debate would give them a proper opportunity to explain, and particularly to explain the Prime Minister's role.

This injunction is all part of the process of limiting dis-

PRIVILEGE

cussion - censorship - but at least the BBC was spared a search of its premises on this occasion.

It was obvious from the letter from the Attorney General that there was a feeling in high places that they had gone too far. There was a willingness to compromise.

The House wanted to know what motivated the Attorney General. Was he trying to block a charge of inconsistency or was it something substantial in the programme?

There is uncertainty about what the media may report. Is it the Government's considered view that allegations of illegal and subversive action must never be published without first informing "the proper authorities"?

Mr Tony Banks (Newham North West, Lab) asked for an assurance that any matter which was raised in the House in relation to the programme could be reported by the BBC because anything said in Parliament was covered by parliamentary privilege.

"One understands that the terms of the injunction seem to prevent the BBC even reporting proceedings of this House. That is a serious infringement of our rights."

The Speaker: Anything mentioned in the House is in the public domain and it is for the BBC to decide whether they report it or not.

Mr Mariya Rees (Leeds South and Morley, Lab) said that he took part in the making of the BBC programme three or four weeks ago, with Lord Hailsham of St Marylebone, the former Lord Chancellor.

He understood that the BBC was opposing the injunction.

"We may be in for a long legal case. Would I be in order in repeating what I said here, under the sub judice rule?"

The Speaker: If Mr Rees is called in the debate tomorrow, what he says will be entirely a matter for him. What we do not allow is reading out excerpts.

Mr Frank Dobson, Opposition spokesman on House of Commons affairs, said: You said that anything said in the chamber would be in the public domain.

Would you confirm that if it is in the public domain and the BBC reports it, and any action was taken by the Government after that reporting, you would properly regard that action by the Government as a gross contempt of this High Court of Parliament?

The Speaker: I am not responsible for anything the BBC may or may not say. They will have to take advice -

(Labour protests) - from their legal officers. They will have to make up their own minds on what they report from this place.

So far as I am concerned, anything said in the High Court of Parliament is in the public domain.

Mr Morris said that the BBC had been enjoined by another court not to report the names of persons who either were, or had been, within the security services.

For example, the author of *Spycatcher*, Mr Peter Wright, had been mentioned many times in recent months.

If that name was now mentioned and if the BBC were to report that and action was brought against them for contempt by the Attorney General, would this not be an inhibition of the rights granted to the BBC by the House?

The Speaker said that was a hypothetical matter.

Mr Norman Buchan (Paisley South, Lab) wanted the Speaker to protect the right of the House to have its proceedings reported outside.

The Speaker said that anything said in the House was the responsibility of the MP concerned. Provided that it was in order, who reported it outside was not a matter for him.



Mr Paul Channon, Transport Secretary (right), speaking in Brussels yesterday with his Danish counterpart, Mr Frode Christensen, before an EEC transport ministers' meeting.

Tighter rules for cars

Fears welcomed the news that next week ministers will discuss ways of tightening the controls on the sale of unroadworthy vehicles and components.

During question time Lord Brabazon of Tara, Under Secretary of State for Transport, told them that ministers from the departments of Transport and of Trade and Industry will meet the Director General of

HOUSE OF LORDS

Fair Trading. One of the issues to be raised will be the present prohibition under the Trade Descriptions Act on the right of entry to garages by trading standards officials.

Lord John Mackie (Lab) suggested that every car that had

been involved in an accident should need an MOT test before being allowed back on the road.

Lord Brabazon replied that that might be going too far. However, the Government was aware of the public concern about written-off cars which are put back on the road after repairs. A working group considering the issue was due to report very soon.

Doctors' letter 'is too simple'

HEALTH

The statement by the presidents of the royal medical colleges contained little or no serious discussion of the complex causes of some of the difficulties faced by the National Health Service, Mr Antony Newton, Minister of Health, said.

He was moving the second reading of the Health and Medicines Bill in the Commons. Mr Newton said that the difficulties included shortages of nurses, acknowledged recently in the Birmingham area.

The clinicians who had written to the Prime Minister last week, in a letter that had gained some publicity, made clear that they could afford to pay intensive care nurses within the budgets they already had.

They had not suggested that it was an overall resource problem, but that it was a question of the structure of pay, which the Government was tackling.

He did not seek to dismiss this problem.

The contribution of £170 million which the Government expected from its proposals on dental charges and eye sight tests would go towards the £200 million additional expenditure on primary care services over the next three years.

The proposal was to make a proportionate charge for dental treatment and to extend that charge system to dental examinations.

For routine treatment, present powers permitted proportionate charges. The proposal was to move to the new arrangements in stages, beginning on April 1, 1988.

The present average of the proportion of treatment charge for dentures and bridges was about 65 per cent and there had been a 10 per cent increase in dental charges since 1985. The new figure would be about 75 per cent. At the same time the maximum charge would rise from £115 to £150.

The proposal was later to introduce proportionate charges for dental examination. That principle had been widely welcomed because it was generally acknowledged that the present position was difficult for the public to understand and difficult for the profession to administer and difficult for anyone to defend as fair.

Mr Robert McCrindle (Brentwood and Ongar, C) intervened to say that many Tory MPs looked to the Government to provide adequate resources. Many at present would be forced to endorse the call by the presidents of the royal colleges.

Mr Newton said that it was too simple by half to associate all the problems that the expanding health service faced solely with the demand for additional resources.

Wales 'in hospital crisis'

Representations to the Government from the presidents of three royal colleges of medicine, saying that acute hospital services were almost at breaking point, were supported by an article last month in the *British Medical Journal*, by Russell Hopkin, of University Hospital, Cardiff. Mr Alan Williams, chief Opposition spokesman on Wales, said during questions in the Commons.

He told MPs that what Mr Hopkin had written showed that Wales had just the same crisis.

So it was incredible that the Welsh Office had issued a standing instruction that hospital services should try to save an extra 0.5 per cent on spending on their acute services (loud Labour protest).

Mr Ian Grist, Under Secretary of State for Wales, said that "it takes the biscuit" for the Government to be lectured on such matters by Mr Williams.

Mr Williams had been a minister in a Government when spending on hospitals had fallen and consultants' and nurses' incomes were cut.

Mr Williams had left the health service in uproar, which was why the Conservatives had been in power for nearly nine years.

Minister anxious about pollution

The Welsh Office was in contact with the Welsh Water Authority over pollution discovered in two Welsh rivers, Mr Ian Grist, Under Secretary of State for Wales, said during Commons questions.

He said that the water authority was the body responsible for what he described as "this serious matter".

Mr Raymond Powell (Ogmore, Lab) had asked if the minister had heard on the radio today about the pollution of the River Llynfi and the River Ogmore from which many salmon and trout had been washed up on the banks. "Children are picking up the fish and taking them home."

He asked Mr Grist to ensure that everyone in his constituency and in other areas such as Bridgend and Portcawl was told about the pollution which was entering the sea at Portcawl.

Mr Grist told him that a message about the pollution had been flashed on television stations last night immediately the problem was known about.

Earlier, Mr Grist said the programme dealing with the quality of drinking water in Wales was well advanced.

Sir Raymond Gower (Vale of Glamorgan, C) said that the EEC Commission seemed rightly to have given a good deal of emphasis to the effects of sewage deposited into the sea, but had possibly not sufficiently emphasized the massive pollution caused by rivers such as the Rhine which deposited refuse into the North Sea.

Mr Dafydd Wigley (Caernarfon, Pl C) said that if the Government took tourism seriously it must do more to clear up disgraceful Welsh beaches.

Mr Grist said that it was proposed to spend £200 million in the next 15 years. A great deal of money was involved.

Answering Mr Eric Forth (Mid Worcestershire, C), who asked about the potential cost of the measures to the public, Mr Grist said the Welsh Office tried to make people aware of the costs of work done on their behalf.

Speaker rejects query on Crockford's preface

An attempt to raise the controversial preface to *Crockford's Clerical Directory* was ruled out of order during question time in the Commons.

Mr Harry Greenway (Ealing North, C) asked if the Church Commissioners were not distanced from the feelings of ordinary church people who did not wish to see the publication of damaging attacks on the Archbishop of Canterbury under a cloak of anonymity.

The Speaker (Mr Bernard Weatherill) said that he found this difficult to relate to the issue of the way the clergy lived, which was then under discussion by MPs.

Some relief in respect of the community charge was being sought for the churches by the Church Commissioners who were in contact with the Government, Mr Michael Alison, Second Church Estates Commissioner, told MPs at question time.

The commissioners were seeking relief corresponding to the 50 per cent de-rating enjoyed under the present household rating provisions.

He was replying to Mr Graham Allen (Nottingham North, Lab) who asked when he would lead an open and public campaign on behalf of Christians, Jews, Hindus and Muslims against the poll tax which would affect synagogues, temples and churches.

Moral lead

The level of voluntary giving by church parishioners would be higher if the churches had not thrown overboard *The Book of Common Prayer* and the King James Bible and if certain bishops had given more of a moral lead, Mr James Marshall (Leicester South, C) said during question time.

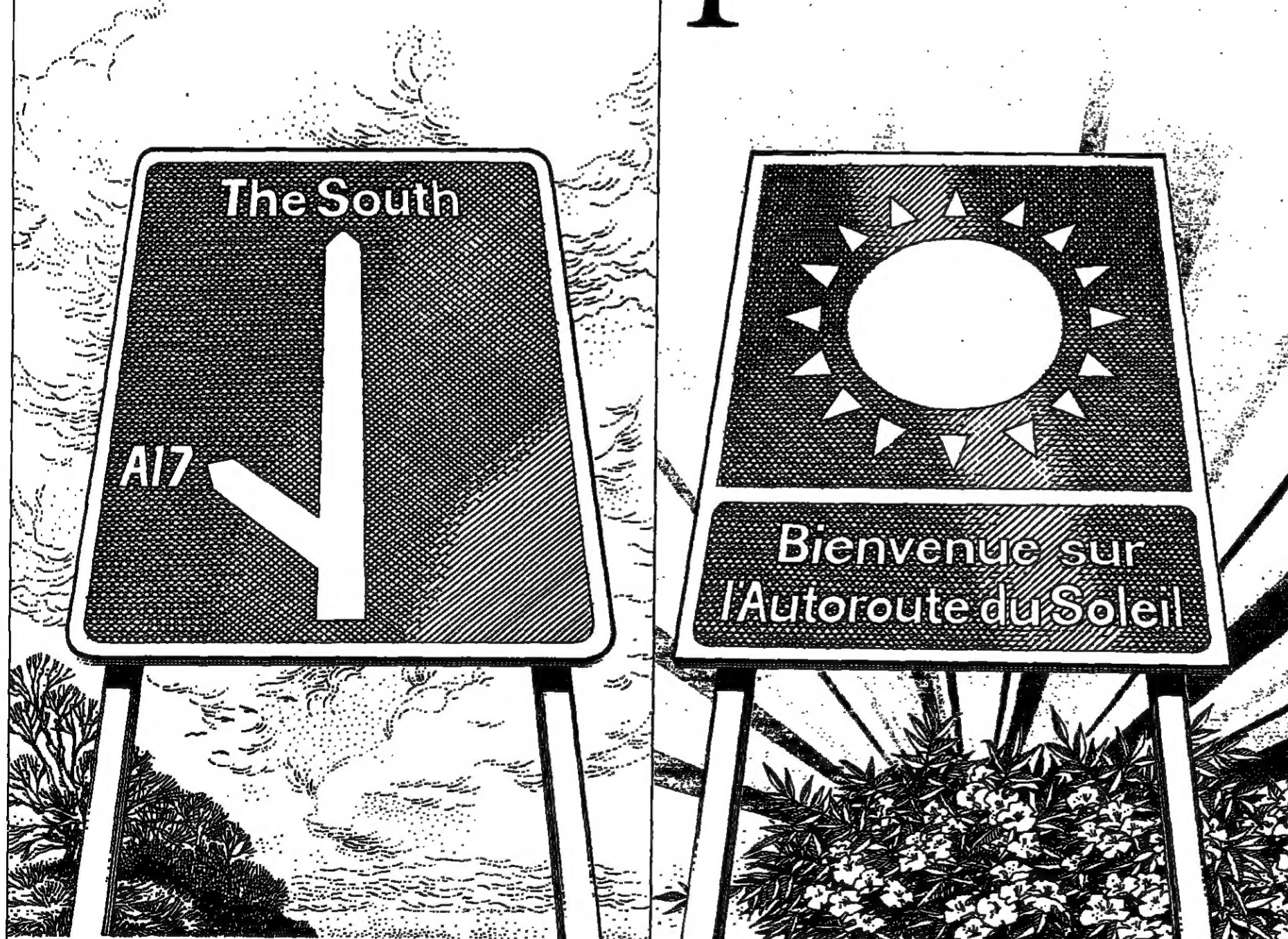
He was told by Mr Michael Alison, Second Church Estates Commissioner, that a clear moral and spiritual lead from bishops and clergy was vital.

Parliament today

Commons (2.30): Questions: Defence; Prime Minister; Christmas recess motion. Proceedings on Consolidated Fund Bill with a variety of debates.

Lords (2.30): Copyright, Designs and Patents Bill, committee, third day.

Same salary, same career, different pension.



The right Executive Pension Plan from the right insurance company - such as Norwich Union, for instance - can make all the difference to the sort of lifestyle you and the key members of your staff might enjoy in retirement.

An Executive Pension Plan can give you and your staff a number of benefits - a tax-free cash sum on retirement, a guaranteed income for life and tax relief on all contributions at the highest rates paid.

You should ask an Independent Financial Adviser - such as your insurance broker or your accountant - for advice on the full

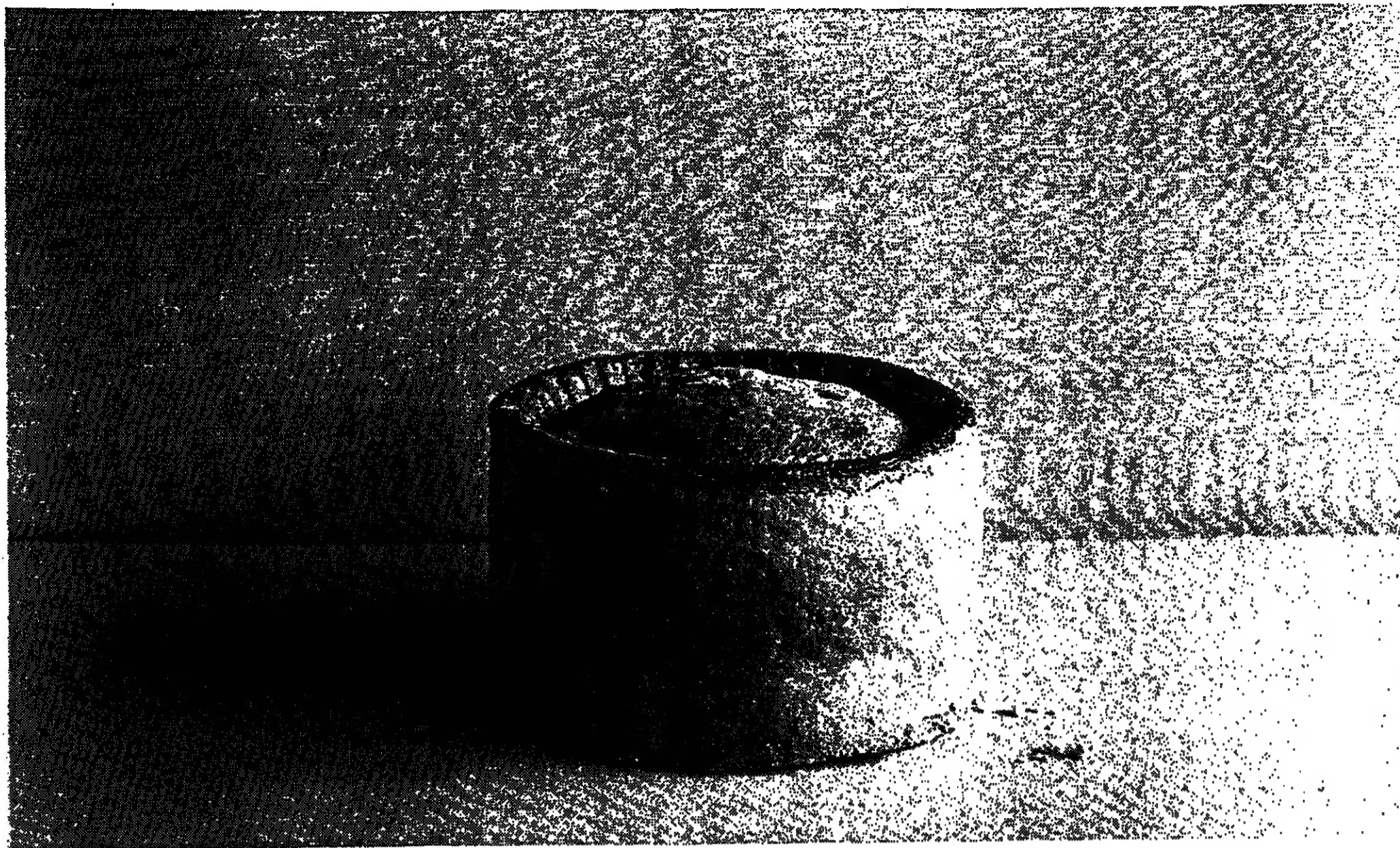
range of benefits, as well as the right choice of insurance company.

Norwich Union may well be recommended on the basis of high levels of payouts, the consistency of those high payouts, investment skills and financial strength, all of which can affect the value of executive pensions at retirement. So don't delay. Ask your Independent Financial Adviser about Norwich Union Executive Pension Plans today.

PENSIONS FROM NORWICH UNION

FOR PENSIONS YOU'RE BETTER OFF THE NORWICH WAY.

All references to taxation in this advertisement are to UK taxation and are based on Norwich Union's understanding of UK law and Inland Revenue practice as at 1st October 1987.



After nine years of working with Northern Foods, here's what we got for our troubles.

If there's one thing IBM can't resist, it's a nice meaty problem. Which is exactly what we got from Northern Foods.

"Help us develop a robot that can pick up soft-crust pastry without damaging it," they said.

We were delighted to lend a hand. Albeit a mechanical one.

There's nothing unusual about Northern Foods picking our brains. In fact, we hold regular brainstorming sessions (together with our Agents), for just this reason. As well as organising tours of our technical facilities and briefings on new computer technology.

But what made the Northern Foods Group come to us in the first place?

The first of their companies to do so was Pork Farms. In 1979 they installed an IBM midrange computer with 'distributed processing programs'. This is how it works:

As soon as an order is booked, it's transmitted electronically via the salesman's terminal. Cooked literally to order, the goods are delivered within 24 hours.

This recipe for success is being repeated in forty-five Northern Foods' subsidiaries.

The result is quality and freshness across a range of products from plum-pudding to pizza.

IBM working with Northern Foods is a prime example of that modern paradox: traditional standards maintained by new technology.

Not just in the field of computers, but in communications, information transfer systems and of course, robotics.

Which brings us back to the pork-pie.

It's still proving a bit of a handful, but if our record with Northern Foods is anything to go by, it won't remain beyond our grasp for long.

For more information on IBM midrange solutions, please phone Caroline Edwards at the IBM National Enquiry Centre on 01-995 7700 or write to IBM United Kingdom Limited, 414 Chiswick High Road, London W4 5TE.

IBM

Doctors' letter 'is too simple'

HEALTH

er anxious pollution

rejects query Ford's pref

Moral less

Parliamentary

C&C Computers and Communications

Which One Is NEC?

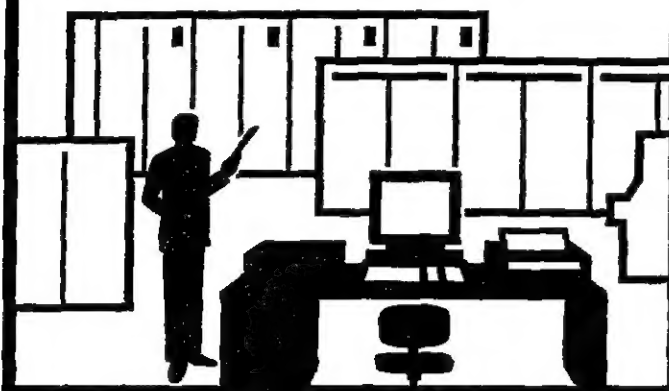
Pagers that do more than just beep. Ours can give you a message. And they alert you quietly by vibrating. Now that's news.



Colour TVs and VCRs that reach new heights — high fidelity, high resolution and high quality. Now that's a higher form of home entertainment.



The ideal host — host computer, that is. NEC mainframe computers are responding to the needs of all types of offices and all types of requirements.



Can you top this? NEC's laptop computer. Just because it's light doesn't mean the NEC Multispeed is a lightweight. This is one heavy performer.



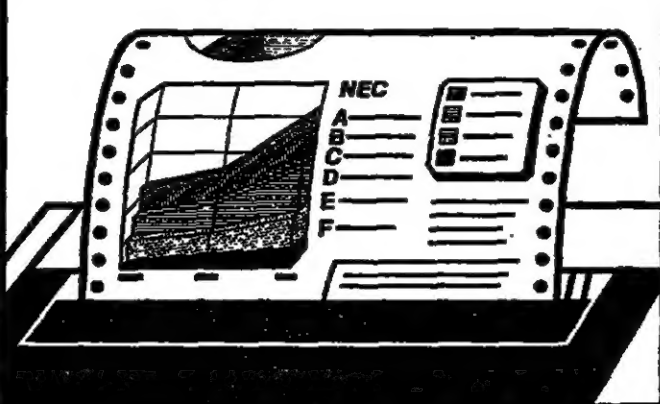
Half thin fibres that are thick with information — NEC's fibre optic technology makes communication of all kinds — voice, data, text, images — as clear as a bell.



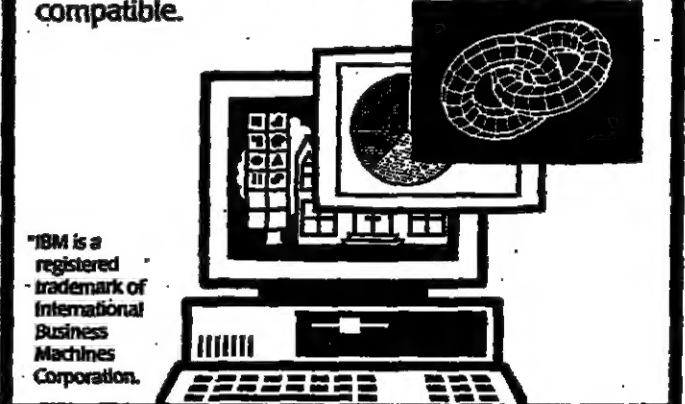
Chips that are stacked in your favour. NEC makes the semiconductors and other electronics found in our products. So you can be sure of NEC quality through and through.



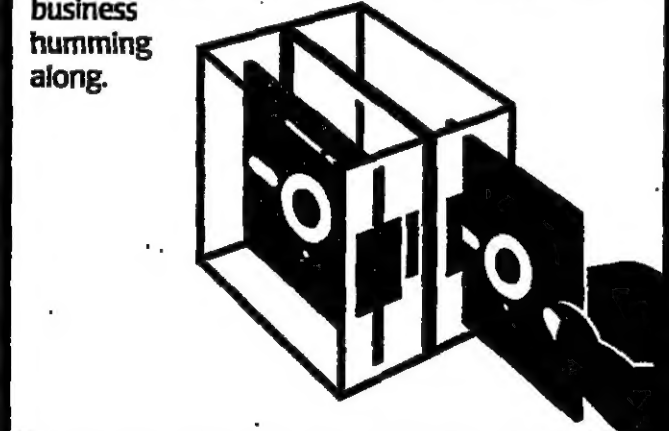
The perfect printer for today's office? NEC makes it. It's called the Pinwriter P2200 and it produces letter-perfect letters at a speed of 56 cps.



Get in sync with our Multisync Monitor — it automatically scans all frequencies between 15.5 KHz and 35 KHz, which means it is compatible with all colour graphics boards that are IBM® compatible.



Disk drives that keep driving — NEC disk drives earn high marks for durability and dependability the world over. Just what you need to keep your business humming along.



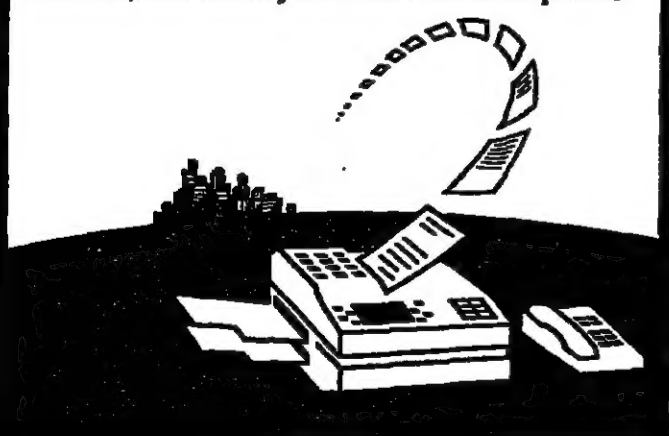
For those with driving ambition — NEC's mobile phones offer a variety of features along with compact convenience. No wonder, they're the talk of the town.



NEC is proud to sponsor international sports events like this December's Davis Cup Final in Gothenburg, Sweden, the Federation Cup, the NEC World Series of Golf, and the prestigious Everton Football Club of the English League.



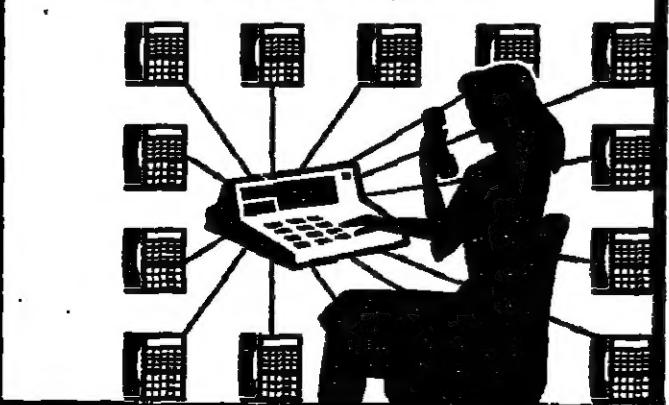
The true fax — NEFAX, a facsimile machine that sends text and graphics over the phone lines in seconds, and fits on your desk next to the phone!



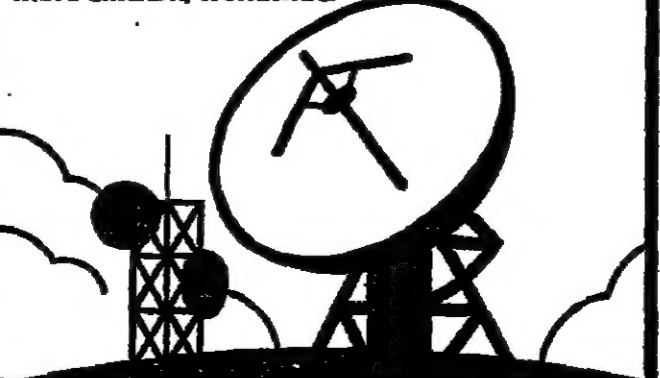
A CD-ROM that's on the cutting edge — NEC data storage products are known for their quality. And our CD-ROMs are no exception.



Is anyone there? If you're using an NEC PBX and key phone system, that's one question your caller won't have to ask. Together, they make short work of complicated switchboard operations.



Satellite communications with down to earth benefits — like bringing the world to every corner of Britain. NEC's microwave radio systems help make corporate communications more efficient, worldwide.



All Of Them.

Surprise! NEC is one of the world's largest manufacturers of computers and communications equipment. And because we are committed to seeing society benefit from the integration of these C&C technologies, the advances pioneered by NEC in all fields of technology touch your life every day. Which one is NEC? Now you know; we're all of them. And that's only the beginning. Because in the world of C&C, there's more to NEC.

NEC

For further information, please contact: NEC Business Systems (Europe) Ltd., NEC House, 1 Victoria Road, London W3 6UL, or phone 01-993 8111.

Legal Aid Bill

Law groups warn of 'inferior service' for those unable to pay

By Frances Gibb, Legal Affairs Correspondent

The Government's Legal Aid Bill came under vociferous attack from both branches of the legal profession yesterday. They said it would leave a second-class service for those who could not afford to go to law themselves.

The Law Society announced an immediate campaign in support of legal aid, which it said was essential if there was to be justice and equal access to the law.

The Law Society and the Bar Council said that the Bill's central proposal, to contract out large areas of advice work to advice centres or individual solicitors, would mean a big reduction in the advice network provided by 11,000 solicitors' firms.

It also limited by statute for the first time a person's choice of lawyer to the advice group or firm which won the tender for the work from the new Legal Aid Board.

The Bar and the Law Society expressed concern also about membership and the independence of the Legal Aid Board, to be set up by the Lord Chancellor to take over the running of the £540 million scheme from the Law Society.

The board, which will have from 11 to 17 members, has no specific provision for barrister members because it is thought that there are no barristers of sufficient standing and experience able to give up the necessary two days a week.

It provides for only two Law Society-nominated places and is likely to be dominated by "commercial interests", the professions said.

They criticized the Government over its proposal, not forewarned in the Legal Aid White Paper and introduced without consultation, to set the rates of fees for lawyers carrying out legal work.

They said it had abolished the existing test that they should be fairly paid for work "actually and reasonably done", over which the Bar sued the Lord Chancellor for breach of the statute last year.

Instead the rates were to be set by taking into account factors such as time and skill, the number and general competence of the barristers and solicitors and the cost.

Mr Henry Hodge, chairman of the Law Society's legal services committee, said that the Bill was an "imaginative cost-cutting exercise" which posed a "great threat to consumers".

"We don't believe the Government's proposals to contract out advice work will be properly funded. And even if they were, it will mean a reduction in access points for the consumer."

In a leaflet published yesterday, the society says that the Bill would "erode the principle of equal access to the law" and lead to an inferior legal service for those "who can't afford to pay".

Mr Hodge said that the Bill could lead to an inferior standard of advice being offered. There was concern that lay advisers could not provide as good a job on matters such as negotiating damages claims.

Mr Peter Creswell, a member of the Bar Council, said financial constraints imposed by the Treasury would compromise the board's work. "The independence of the board must be effectively protected," it should contain at least two barristers.

The council and the society called for an extension of legal aid to cover tribunals, such as social security, employment and immigration, which had not been included in the Bill. Legal aid in connection with tribunals was "all but non-existent", Mr Creswell said.

Mr Roger Smith, director of the Legal Action Group of lawyers, said the Bill gave the Lord Chancellor "unacceptably wide powers" to appoint the new board, decide eligibility for legal aid and restrict a client's choice of lawyer.

People for the first time would have the right to select a lawyer restricted by statute. This could open the way to an inferior service for the less well off, he said.

Board to set fixed rate

Stricter government controls on the legal aid scheme through fixed rates of pay and a Legal Aid Board are contained in the Legal Aid Bill.

The Bill, expected to have its second reading before Christmas, will initially cut the legal aid bill by £10 million, but it gives the Government far greater control over costs.

Fixed rates of pay for lawyers have already been brought in for criminal legal aid and matrimonial cases. The Government will have powers under the Bill to extend these fixed rates across the board to all civil work.

The Bill also means that legal aid work will be carried out by lawyers who are members of prescribed panels.

A key proposal is the new

Litigant may face challenge on help

People will be able to challenge the granting of legal aid to an opponent under regulations in the Legal Aid Bill.

Full details were released by the Lord Chancellor's Department yesterday. The proposal is aimed at tackling the apparent injustice, particularly in divorce cases, when one party feels the opponent has been unjustly granted legal aid.

At the moment, only the person applying for legal aid is involved in the process of its grant or denial. But it is recognized that the granting of legal aid can have a big impact.

Under the new right of appeal, an objection to the granting of legal aid could be lodged with the area committee which made the decision. If necessary, evidence of the person's financial state could be presented.

Another injustice that the Bill seeks to remove is the statutory charge or "claw back" in divorce cases.

This is the rule whereby the court can order that the costs of the legal aid fund be reimbursed by a charge or mortgage on the matrimonial home.

Courts can order a delay in the recouping of this charge where it is made against the house, but not where it is made against an amount ordered by the court to enable one spouse to buy a new home.

This injustice, which can leave the legally-aided litigant having to pay big legal aid costs out of money intended for a home, would be removed. The courts would also be able to delay the payment of a statutory charge.

Poll tax staff's wide powers

By David Walker, Public Administration Correspondent

Officials responsible for collecting the community charge will be empowered to examine medical files, demand information about academic courses, ask questions about neighbours and approach gas and electricity boards to locate individuals, a seminar was told yesterday.

Miss Sarah Spencer, general secretary of the National Council for Civil Liberties, said the Local Government Finance Bill published last week gave town hall officials responsible for the poll tax an open-ended right to make inquiries and collate information, including police files.

She was speaking at a seminar in London on the community charge and privacy, organized by the Association of Metropolitan Authorities.

Landlords would be under an obligation to make confidential inquiries about the age and marital status of lodgers to fulfil obligations under the regulations.

Miss Spencer said that councils could proceed without regard to the Data Protection Act as it allows them to claim an exemption for com-

puter files connected with tax gathering.

Under the Bill students and the mentally handicapped will be exempted from poll tax payments, but they and relatives will be liable.

The amount paid by the public in community charges will spiral because business rates will be pegged to inflation, the Scottish Local Government Information Unit said (Kerry Gill writes).

Glasgow would have acquired an increase in poll tax of almost 22 per cent, whereas rate bills rose by 10.6 per cent. In Edinburgh, rate bills increased by 22 per cent, but would have gone up by 47 per cent under poll tax.

have to prove their status to the town hall by producing medical evidence or, in the case of a student, documentary proof of attendance at an institution.

Miss Spencer listed the questions officials could ask on the doorstep when preparing the list of poll tax payers. These included:

- How handicapped is your daughter?
- Are you living with your wife again?
- Did you realize your student child did not stay at college during the vacation as he claimed?

Miss Spencer called for a statutory code of practice to govern questions that could be asked.

Mr Tom Carter, former director of finance in Grampian region, and co-author of CIPFA Services examination of poll tax for the Scottish Office, confirmed that collection of poll tax would be feasible only if adults are issued with an alphanumeric identifier which would be useful for other council functions.

He noted, however, that the poll tax legislation in Scotland and England provided rights of appeal for householders. People could also appeal against the entry in their name on the poll tax register at the town hall.

Miss Spencer feared that hard-up town halls would have an incentive to sell registers of adults to commercial firms in the same way as they sell data on the electoral register.

Scottish theatre supported

By Kerry Gill

A Scottish national theatre should be formed within the next two years, giving employment to Scottish dramatists, directors and actors, and performing the best home-grown plays.

The theatre should not, however, be financed at the expense of existing theatre companies, but should be given new money, according to a report by the advisory council for the Arts in Scotland.

It suggests that a Scottish national theatre should be established by an Act of Parliament, similar to that

which created the National Theatre in 1949.

Mr Malcolm Rifkind, Secretary of State for Scotland, and Mr Richard Lacey, Minister for the Arts, are to receive copies of the report, compiled by a working party set up by the council last May, when more than 100 actors, writers and directors called for a Scottish national theatre company to be established without delay.

The report estimates that a Scottish national theatre would cost up to £2 million a year, less than one fifth of the subsidy paid to the National Theatre based in London. It says that suitable buildings for

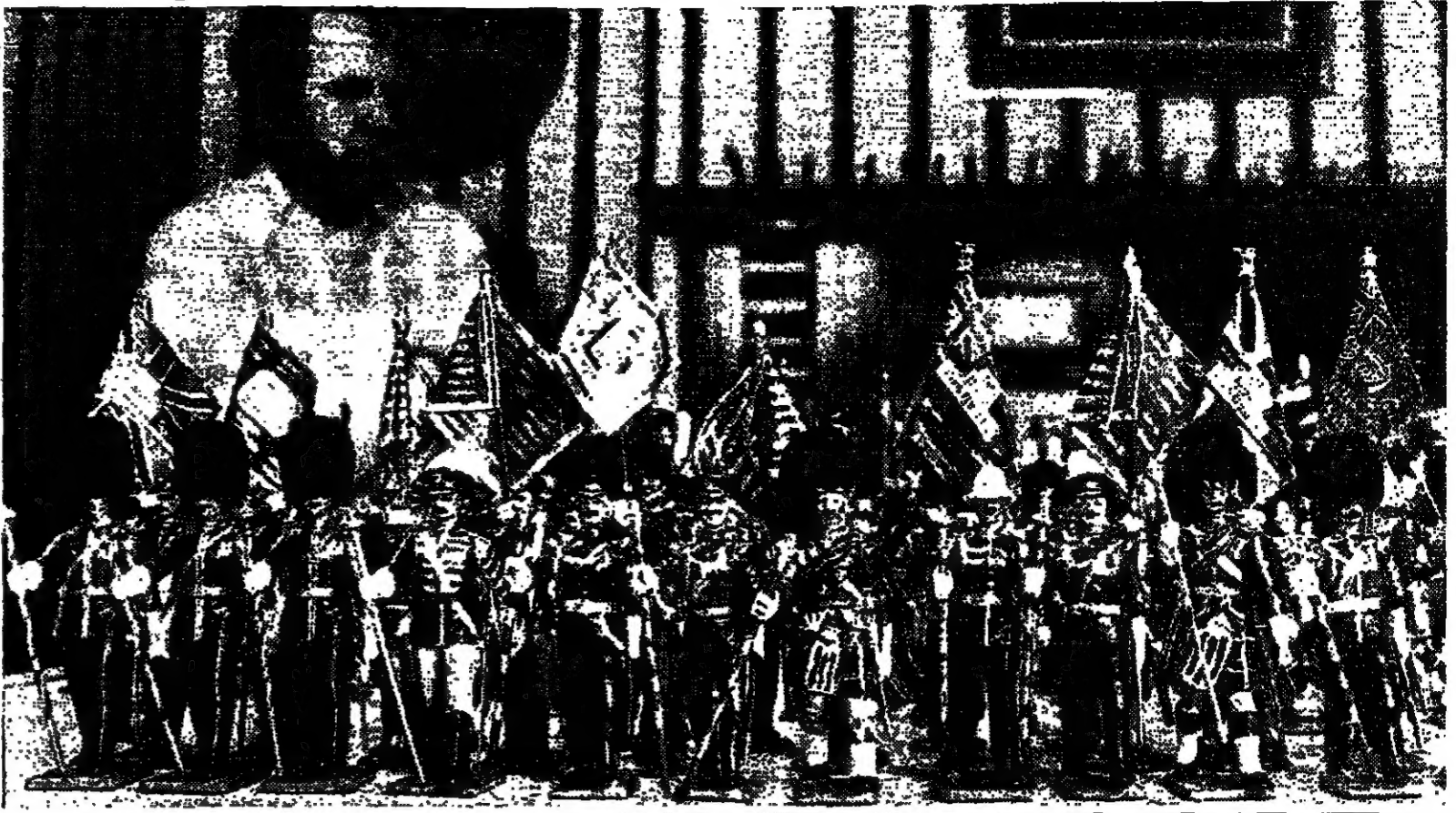
the theatre exist in Glasgow and Edinburgh.

"The Scottish National Theatre Company must be viable from the start. It may be appropriate for it to be established by an Act of Parliament."

The council also calls for a fund-raising campaign, but emphasizes that this money should not be relied upon as a continuing source of funds, and should be used only for special productions. Between £5 million and £6 million would be needed to subsidize the company during the first three years of its life.

The theatre's aims should include the commissioning and production of Scottish works,

Very model of a military masterpiece



By Gregory Weingarten

Some of the 2,000 toy soldiers in traditional battle uniforms from British and Commonwealth regiments which Mr Frank Thompson, a collector for nearly forty years, hopes can be displayed in public.

Mr Thompson, from Stokeford, Northumberland, is appraising the collection on behalf of a military family and believes it could be worth £15,000.

He has written a book about miniature armies, *Soldiers of Fortune*, and among those who have asked him for advice are General Eisenhower, Field Marshal Lord Montgomery of Alamein and Sir Winston Churchill.

"They all loved the miniature soldiers. Their eyes would light up like children

around the toys", Mr Thompson said.

"In the 1930s, forties and fifties when Britain's Soldiers Ltd were manufacturing the armies, you could have picked up the whole regiment for £5. Now the collection is incredibly rare."

Mr Thompson toured Ireland as a musician after the Second World War and worked in toy shops. "Back then, they were giving these miniature armies away or selling them for a few pence, and I was collecting them."

"The boxes alone can sell for £100. That's a better investment than any bank and it sure beats the stock market. In those days we had real craftsmen who took incredible pride in their work."

(Photograph: John Rogers)

£540,000 for man in coma

A father of four has been awarded £540,000 in damages for a hospital blunder which has left him in a coma for the past six years.

Mr David Woodhouse, aged 33, a fitness fanatic, suffered brain damage when he was starved of oxygen for 10 to 15 minutes during an appendix operation at Hereford County Hospital.

At the time, Mr Woodhouse was about to realize a life-long ambition to join the Special Air Service Regiment as a full-time soldier. He was due to start in nine months after spending four years in the regiment's territorial section, trying to make the grade.

Mr Woodhouse has remained unconscious ever

since the operation in May 1981. Doctors say he has no brain activity but his circulation and respiration systems still function satisfactorily.

The damages award was made in an out-of-court settlement after a claim for negligence against Hereford and Worcester Area Health Authority.

Mr Woodhouse's wife, Anne, aged 30, from Bromyard, Hereford and Worcester, said yesterday:

"I am glad it is all over, and I am sure if David knew the children and I were being looked after, he would be happy."

"I still feel bitter but I think it has mellowed over the years. It is easier if I do not see him

too much because if I see him a lot I cannot cope with it."

After the operation medical experts expressed concern that Dr Magdy Ibrahim, the anaesthetist, had committed a series of errors.

Initially tape recordings of Mr Woodhouse's children were used in an attempt to rouse him from the coma.

His daughters, Nicola, aged 14, Melanie, aged 12, Sarah, aged 11, and Lisa, aged seven, still visit their father in St Mary's Hospital, near Hereford, with their grandfather.

Mr Frank Bennett, the family's legal executive, said: "No money can ever compensate for the loss Anne and her children have suffered."

We wish the people of Ethiopia would stop coming to us for food.



We need to take the food to their villages instead.

This year the rains have failed again, ruining the harvest, and people are already abandoning their homes in search of food.

We have to stop them coming to

refugee camps for help because, once they leave their villages, next year's crop won't even get planted.

Which means that their chances of becoming self-sufficient again will be remote indeed.

Whilst the long-term projects we

fund are continuing, immediate help is desperately needed.

Please send us as much as you can right now, to help pay for food, medical supplies and, most importantly, the trucks and planes to get them to where they are needed most.

Ethiopian Famine Appeal, Rm ETG, PO Box 999, London EC2R 7ET. I enclose £
Or telephone 01-200 1000 to donate by credit card until 9th December. Donations can also be made through banks and post offices.

Access/American Express/Diners Club/Barclaycard/Visa. (Please delete as applicable)

Name _____ Address _____

Postcode _____

(To save costs please enclose ssn if receipt required)

for the Ethiopian Famine Appeal. Or debit my credit card No. _____

**DISASTERS
EMERGENCY
COMMITTEE**

BRITISH RED CROSS • CAFOD • CHRISTIAN AID • OXFAM • SAVE THE CHILDREN

WORLD ROUNDUP

EEC 'milestone' on air transport

Brussels — European Community transport ministers yesterday set the seal on a new air transport policy, after Spain lifted a veto imposed six months ago in a dispute over Gibraltar airport (Jonathan Braude writes). The new package, agreed after last week's Anglo-Spanish agreement on Gibraltar, heralds freer competition between airlines, cheaper airfares and new business for private carriers and regional airports.

Mr Paul Channon, Secretary of State for Transport, welcomed the agreement as a "milestone" and an "important first step" on the road to complete liberalization by 1992. "This is good news for the British aviation sector and especially for the growing private sector." But he said there would be "no overnight miracles", or sudden fare cuts on busy routes, although he thought there would be "noticeable changes" by the time the new 1988 summer schedules are introduced on April 1.

Free-trade Students deal fixed on march

Ottawa — Canada and the United States have finally completed work on the text of a free-trade agreement between the two countries. Mr Simon Reisman, the chief Canadian negotiator, said: "We have reached an agreement... and are going to recommend it to our governments in the highest way" (John Best writes).

The text puts into final legal form a bilateral accord concluded in Washington on October 3 after 16 months of strenuous negotiations. It ends the haggling about exactly what was agreed in October.

Minister 'detained'

Athens — Mr Antonis Tritsis, the Greek Education Minister, was held prisoner in his ministry for three hours yesterday when 500 students, demanding higher spending on education, blocked exits of the building (Mario Mediano writes).

The students had invaded the minister's office but Mr Tritsis refused to discuss their grievances. He took photographs of the intruders and recorded their abuse on tape, warning that they would be prosecuted.

Le Pen visit blocked

Pointe à Pitre, Guadeloupe (AP) — The leader of the right-wing National Front, Mr Jean-Marie Le Pen, right, flew back to Paris yesterday after his plans for a visit to Martinique were blocked by hundreds of demonstrators who invaded the Lamentin airport runway, making it impossible for the aircraft to land, authorities said. Mr Le Pen was travelling with a delegation of extreme-right members of the European Parliament.



Unrest in Haiti

Strike against junta gains wide support

From Alan Tomlinson, Port au Prince

A general strike against the military Government closed most shops and businesses and slowed down many factories in the Haitian capital yesterday. Troops patrolled the streets but there were no early reports of disturbances.

The strikers are protesting over the Army's failure to prevent the violence which forced the postponement of the general election on November 29. They are also demanding that Lieutenant-General Henri Namphy's military junta reinstate Haiti's independent electoral council before a new ballot is organized.

Nearly all shops and businesses in the city centre were closed by mid-morning. Pavements, usually crisscrossed by street traders, were almost empty. At an industrial park outside Port au Prince, the strike was less solid. Some foreign textile factories were open, but most appeared to be operating with only a third of their staff.

The key to any successful

strike in Haiti is the nation's "tap-taps" drivers. The privately run tap-taps are brightly painted minibuses and converted pick-up trucks which most Haitians rely on to get them to work. "The tap-taps are the thermometer. If they don't run there is no work," said one factory foreman, and most drivers appeared to be observing the strike. Traffic throughout the city was extraordinarily light.

Many workers seemed unclear what they were striking for or how long they would stay out. Some political leaders have called for a 48-hour stoppage, other politicians and some trade unions have asked workers to stay at home indefinitely unless the Government resigns.

Factory workers in Haiti receive less than \$2 a day yet they are relatively well-off. Most Haitians earn their living from informal jobs, taking home less than \$1 a day. Long strikes are difficult to maintain because, for the majority, a day without work is a day without food.

Israel trains children for gas attack nightmare



Schoolchildren in Israel taking part in the biggest gas attack drill yet organized in schools. Reports this week that 12 West German firms are now being investigated for supplying equipment and know-how for the manufacture of toxic gas to Iraq have brought home the need to improve the present distribution system for the millions of gas masks stored in Israel for use by civilians in the event of a chemical attack (Ian Murray writes from Jerusalem).

Selected schools took part in an exercise involving the wearing of gas masks in classrooms as part of psychological training for children, which includes holding classes and parties in bomb shelters to overcome fears of them. Junior children did not take part in the drill, precisely because psychologists warned against it. New masks for these aged between two and eight have been developed.

The threat of a gas attack was highlighted in a report by the Tel Aviv University Jaffee Centre for Strategic Studies, which claims Syria can produce nerve gas and is developing a chemical warhead for its Scud missiles. Israel's stock of gas masks used to be stored in three centres, but now they have been distributed to 200 around the country, with plans to increase the total to 600 to minimize the time for issuing them.

Cut in Pentagon spending may hit SDI and Harrier

From Christopher Thomas, Washington

United States military chiefs yesterday gave Mr Frank Carlucci, the new Defence Secretary, precise options on where to slash \$33 billion (£18.3 billion) from the Pentagon budget for the 1989 financial year. The painful exercise will mean widespread cancellation of projects.

The cuts, forced on the Pentagon by mandatory budget deficit agreements between Congress and the Administration, mean the military budget to be presented to Congress next winter will be well below the \$323 billion projected last year by Mr Caspar Weinberger, the former Defence Secretary. The military high-spending days of the Reagan Administration are clearly over.

An analysis by *Aviation Week & Space Technology* magazine suggests that the 1989 spending revisions will seriously affect even the Reagan Administration's Strategic Defence Initiative, which seeks to produce a

space-based shield against nuclear weapons.

Projects that are threatened include the Harrier jet fighter, the Marines' main attack plane, which is built in the US by McDonnell Douglas under contract to British Aerospace. The Marines had planned to buy 328 of the latest Harrier models and so far 93 have been delivered. Its cancellation would mean big losses to Rolls-Royce, which supplies the engines.

Personnel strength may also have to be cut, although the number of men in uniform will be preserved. Two Navy aircraft carriers, additional MX missiles, the new Midgetman missile for the Air Force, and the Army's new LHX helicopter might be cut.

Mr Carlucci ordered the defence chiefs to make their recommendations swiftly so that the Pentagon could seize the initiative in proposing where the cuts fall, rather than leaving it to the Democratic-controlled Congress to dictate

them. The military chiefs have complained bitterly in private that the exercise will inflict severe damage on key programmes and have said Mr Carlucci did not give them enough time to draw up the new priorities.

Mr Carlucci plans to discuss the recommendations with Congress soon.

At \$290 billion, the 1989 Pentagon budget will be less than the \$296 billion just approved by Congress and signed into law last week by President Reagan for military programmes for the 1988 financial year, which began in October.

In ordering the chiefs to make their recommendations now, Mr Carlucci believes he will enable the Republican Party to counter the Democrats' allegation of widespread waste in defence spending, which will be an issue in the presidential campaign.

His tactics are at odds with Mr Weinberger's strategy of aiming at the highest possible

figure of expenditure and then reaching hard-fought compromises with Congress.

Harrier lobby: Mr George Younger, Britain's Secretary of State for Defence, has been lobbying hard with the Americans to save the Harrier programme and the British Government is hopeful that the planned budget cuts will not affect what is the biggest military collaboration programme with the United States (Michael Evans writes).

The American McDonnell Douglas company shares the Harrier programme on a 50-50 basis with British Aerospace and Rolls-Royce.

The programme involves the Harrier GR5, the next generation of Harriers for the RAF. In the US the aircraft is called Harrier AV8B. Unless the US Marines' fears are justified, the Pentagon should be ordering 24 more of the Harriers this week. So far 180 have been ordered and 93 delivered. The RAF currently has only two Harrier GR5s.

Call-up controversy

Shamir onslaught on religious 'draft dodgers'

From Ian Murray, Jerusalem

Religious 'draft dodgers' are threatening the security of Israel and sowing discord in the nation, according to Mr Yitzhak Shamir, the Prime Minister. His remarks last week to a group of Yeshiva (Bible college) students have renewed an old controversy at a time when the Army is still reeling from the blow to its prestige caused when a gunman using a hang-glider caused death and panic in a camp last month.

Under Israeli law, all men over 18 have to serve for three years in the Army and thereafter for a month a year until they are at least 50. However, anyone attending a Yeshiva can claim exemption and figures show that more and more are doing so. A recent survey also revealed that only 3 per cent of Yeshiva students eventually did their military service even though their exemption is supposed to end with their studies.

According to Mr Amnon Rubinstein, a Knesset member and chairman of the centrist group, no fewer than 55,000 young Jews now avoid military service just by claiming they are Yeshiva students. This represents 5 per cent of those eligible to serve and their absence from the ranks is putting an extra burden on those who do get called up and causing growing concern among army manpower planners.

Senior politicians, as well as the generals, suspect the religious groups are often no more than a pretext for draft dodging. In 1948, when the state of Israel was fighting for its existence, there were only 400 claiming exemption out of about 300,000 men — roughly one in 750. Today, when Israel's survival is much more certain and the risk of death in action far less, the ratio is just one in 20.

"This massive exemption is preposterous," Mr Rubinstein said this week. It had exacerbated the growing rift between the secular and non-secular sides of the community.

In his speech Mr Shamir made the same point. There was no more powerful stimulus for national unity than serving together in the armed forces, he said. There was no more insidious cause for division than the refusal of some groups to serve.

The religious lobby, led by Rabbi Menachem Porush of

the Agudat Yisrael Party, has complained that this is the first time an Israeli Prime Minister has so blatantly interfered. The prayers and study of Yeshiva students were at least as important to state security as the guns of the soldiers.

Rabbi Avishai Stockhammer, a high official of the party, said the issue was explosive. While conscription was merely a law passed by the Knesset, study and religious observance assured the future of the Jewish people.

The apparent drop in enthusiasm to serve is matched by what is seen as a lack of discipline among soldiers. This was highlighted by the

Jerusalem (Reuters) — The Israeli Government said yesterday that it alone would decide whether, when and how to retaliate for the Palestinian hang-glider raid last week in which six Israeli soldiers died. It was responding to reports in the US that Washington, Moscow and some West European countries had urged it to show restraint and not to launch raids into Lebanon during the summit.

Army's own report into last month's hang-glider attack on a camp in northern Galilee when the guard at the gate fled in terror and only the quartermaster had enough courage and presence of mind to fire back at the raider.

Complacency and lack of discipline are both blamed for what happened then by Mr Zeev Schiff, of *Haaretz* newspaper, the doyen of Israeli correspondents.

"The phenomenon is widespread throughout the Army, including in the General Staff, right under the nose of the Chief of Staff," he wrote.

Gaza curfew: Gaza town was under curfew yesterday and massive traffic jams built up at the Israeli border as security forces continued the search for the killer of Mr Shlomo Takal, whose throat was cut as he stood in the doorway of a shop in crowded Palestine Square on Sunday afternoon.

The killing is the third such murder of an Israeli in the past year and has added to calls by leaders of the settlers' movement in the occupied territories to share policing with the armed forces.

Paris arrests back fears of Iran deal

From Philip Jacobson, Paris

In an operation launched at dawn yesterday, French police began rounding up Iranian refugees belonging to a resistance group fighting the Khomeini regime inside Iran.

Sources close to the Interior Ministry said about 20 members of the People's Mujahedin had been held in and around Paris and were expected to be expelled from the country shortly, for what the Interior Ministry described as "militant actions posing a serious threat to public order".

Coming barely a week after the controversial deal with Iran by which France secured the freedom of two hostages held in Lebanon, this decisive action will inevitably be seen by critics of the French Government as part of a larger settlement for services rendered.

Bahrain (Reuters) — Iran fired a missile at Kuwait yesterday, hours before the superpowers were due to consider the issue of sanctions against Iran at the Washington summit.

Kuwait said the Chinese-made Silkworm missile landed in its territorial waters but failed to find its target. Several shipping sources said it

ed. Last weekend saw the publication of further allegations in the foreign press that a "ransom", which included large sums of money and resumption of French arms shipments to Iran, had been agreed.

But the French minister responsible for the fight against terrorism, Mr Robert Faure, was quick to deny that the round-up had anything to do with the return of the two French hostages.

Officials of the People's Mujahedin are convinced that clamping down on their group formed part of a sordid deal.

"The French authorities are in the process of paying the heavy price for their hostages to the torturers of Khomeini's tottering regime," declared a spokesman in Paris.

The police raids had been carefully co-ordinated, he claimed, with suspects taken straight from their homes for interrogation by police before being deported.

The timing of the round-up certainly raises some awkward questions. It is almost 18 months since the People's Mujahedin leader, Mr Massoud Rajavi, agreed, after living five years in France, to leave and set up new headquarters in Iraq.

For his part, M Chirac observed that the Khomeini regime was understandably concerned about "the abuse of the right of asylum by a certain number of Iranian refugees".

But since then, Mujahedin insiders insist, the group has adhered carefully to the more

rigorous conditions demanded for the behaviour of political exiles in France.

There can be little doubt that the Iranian authorities have been pressing for further action against those they consider dangerous traitors.

French officials, meanwhile, refused to speculate on the likely destination of the Iranians after being expelled, though it seems inconceivable they will be forcibly returned to Iran and certain death.

OSLO: Eleven Iranian political exiles have gone on trial in the Norwegian capital for their part in a recent siege at the Iranian embassy (A Correspondent writes). They face deportation if found guilty of charges of vandalism and forcible entry to the embassy on September 10.

Tehran missile gives warning to superpowers

Bahrain (Reuters) — Iran fired a missile at Kuwait yesterday, hours before the superpowers were due to consider the issue of sanctions against Iran at the Washington summit.

Kuwait said the Chinese-made Silkworm missile landed in its territorial waters but failed to find its target. Several shipping sources said it

hit an unoccupied barge less than a mile from Kuwait's Sea Island oil terminal.

Diplomats in the Gulf said the attack was a clear message to both superpowers that Iran would not bend to pressure to implement a United Nations ceasefire ultimatum.

Meanwhile, in the continuing "tanker war", firefighting

traps watched helplessly as a tanker carrying a Kuwaiti cargo burnt fiercely to a hulk and listed deeper into the sea just outside the Gulf.

The 85,129-tonne Norman Atlantic was attacked by an Iranian gunboat on Sunday. Shipping sources reported several explosions in the Singapore-registered ship's highly

inflammable cargo of Kuwaiti naphtha and held out little hope of saving the vessel.

Shipping sources also named the 238,919-tonne Cyprus-flagged tanker Achira as that hit by Iraqi missiles in the Gulf last Friday while carrying a full load of Iranian oil. No injuries were reported among the crew.

Forgiving Cambodian leader will never forget

From John Pedler, Soissons, France

We in the West are accustomed, as Prince Sihanouk noted, to fit everyone into our categories of left and right, and hence of "good" and "bad" according to our taste. The Prince was referring to his own reputation, first as the "Red Prince" and then as the "Pink Prince", simply because he had come to deal with "communists".

The Prime Minister, Mr Hun Sen, who deserves equal credit for the success of the first stage of the Cambodian talks last week, is another Cambodian who will not fit our Western labels.

After the completion of the first talks between representatives of the Vietnamese-backed Government in Cambodia and the country's former ruler, Prince Sihanouk, Mr Hun Sen invited this correspondent to his modest two-star motel, which afforded an insight into his personality. Speaking in Khmer through his personal aide, interpreter and deputy minister, Mr Cham Prasit, he was economical with words.

He was born in 1951, three years



Ham Sen: Joined guerrillas when his world turned upside down, before the end of the first Indo-China war with the French, in the period of peace when Prince Norodom Sihanouk was in charge of Cambodia. In 1970, when he was 18, the Lon Nol coup deposed the Prince, who then called on everyone to fight the American "imperialists". Mr Hun Sen, his world turned upside down, joined the guerrillas and was rapidly promoted to regimental commander. On April 16,

1975, the eve of the communist entry into Phnom Penh, he was injured and lost an eye.

In July, 1977, "appalled by the cruelties of Pol Pot", he decided to lead his regiment into open resistance. Heng Samrin led the Eastern Rebellion in the same year. "My forces — and others — rallied to me and we founded the United National Front for the salvation of Kampuchea....

"When — with the aid of Vietnam — we re-entered Phnom Penh, I was appointed Minister of Foreign Affairs. In 1981 I was also appointed Vice-Premier. Then in 1985-86 I was for a while Premier and Foreign Minister at the same time, until I relinquished the post of Foreign Minister."

Asked about overcoming the legacy of Pol Pot, Mr Hun Sen said: "You can't order people to forget torture and murder. To forget Pol Pot's crimes would be a blasphemy, an affront. People's right to hate such things can't be taken from them. But we want a real reconciliation. That's why we accept a role for the Khmer Rouge in a future

Kampuchea... but there must be no return of the Pol Pot regime!

"There's got to be a new spirit, a new attitude. Otherwise it would be suicide for the rest of us... But you will understand that we cannot deal with Pol Pot and long Sary."

On future relations with neighbouring countries, he said: "The interests of Kampuchea demand good relations with both Vietnam and Thailand — and also with Laos."

"In July, 1987, Prince Sihanouk reminded the world that when he was in power his relations with Vietnam (Hanoi) were always correct. If he joins us, relations with Vietnam will be good. Vietnam wants this, so do the Khmer people. No one must profit (by the present situation) to make Kampuchea an enemy of Vietnam....

"And this applies to Thailand, too. We are able to forget how some of our provinces were taken over by Thailand."

On relations with the United States, Mr Hun Sen said: "It depends on the attitude of the US Administration at the time. For our

part — Prince Sihanouk and I — we want good relations with all countries, without discrimination because of their regimes. The Prince and I spoke about this (because we have both been confronted by the United States). I personally am ready to forget the past — and to do all I can to help find their missing soldiers and journalists."

Asked to give his view of Prince Sihanouk and his call for liberal democracy in Cambodia, Mr Hun Sen went on: "Since my youth I have always considered him a deservedly respected statesman — very intelligent, a patriot, courageous and dynamic. As for the future government of Cambodia, all our various factions must argue out the political and economic shape of our country." When questioned on whether he would consider re-establishing the monarchy, Mr Hun Sen responded: "Any such proposals would have to come from Prince Sihanouk, but he has not suggested it. I really don't think the monarchy could be re-established."

The author has served as a British diplomat in Indo-China.

BANK OF WALES BASE RATE

Bank of Wales announces that its Base Rate has been decreased from 9% to 8.5% with effect from 4th December 1987.

BANK OF WALES
BANC CYMRU
Taking Care of Business
Bank of Wales PLC
Head Office: 114-116 St. Mary Street, Cardiff, CF1 1XJ.

Crisis in Bangladesh

Ershad to lift emergency and call new elections

From Ahmed Fazi, Dhaka

President Ershad of Bangladesh announced last night that he would soon lift the week-old state of emergency and call fresh elections for Parliament to seek a new mandate.

The President told the editors of national dailies that fresh polls became necessary because the country's two main opposition alliances of eight and seven parties refused to co-operate with the Government in keeping Parliament running.

On Sunday night Parliament was dissolved amid threats of mass resignation by opposition groups.

President Ershad said that he would soon release Sheikh Hasina Wazed, chief of the Awami League and the eight-party alliance, and Begum Khalida Zia, chairman of the Bangladesh Nationalist Party, which dominates the seven-party alliance.

Both leaders have been interned in their houses since November 11 at the height of civil unrest triggered by an opposition campaign for the Government's dismissal.

The Government said elections for Parliament would be held in the next 90 days under the provisions of the Constitution. President Ershad, a retired army chief who became a civilian ruler after elections in mid-1986, said that he was ready to hold talks with opposition leaders for setting up electoral procedure. He said that he would also lift press curbs which followed emergency orders.

Generals hold key in shaken country

By Michael Hamlyn, South Asia Correspondent

As the turmoil on the streets of Dhaka and the other major cities of Bangladesh enters its second month, the presidential chair of retired Lieutenant-General H. M. Ershad is being severely shaken.

The President has clearly been taken aback by the persistence and continued fury of the opposition parties, whose series of strikes, general strikes which paralyse the

Men with guns can tell the rest of the country what to do

normal business of the capital, continued yesterday despite the state of emergency which was slapped on the country 10 days ago.

His most recent course of action does not seem to have pacified the opposition groups, who are carrying on with their demand for his resignation. Not all the blandishments in the general's kitbag seem able to budge the opposition leaders from it.

But despite the severe shaking that his chair is receiving, the President has by no means run out of options. Men with guns tend to be able to tell the rest of the country what to do, and it is not until the nine or 10 key generals who form President Ershad's most important constituency decide that enough is enough, that he will have to resign.

The key generals include Major-General Atiqur Rahman, the Chief of Army Staff, Major-General Sadia, the President's own principal staff officer, the generals who command the security and intelligence agencies, and the general in charge of 9th Division, which is based in and around Dhaka.

No soldiers have yet appeared on the streets to restore order. That job has remained in the hands of the police, police auxiliaries and the

All steps to create a climate for a dialogue with the opposition would be taken, he said. At least nine people were killed in the month-long civil strife and more than 5,000 political activists detained.

Meanwhile, a 12-hour general strike called by the opposition paralysed public transport and disrupted normal life in Dhaka and five other cities yesterday. About 10 people were injured as several grenades exploded in the capital. Pickets also attacked trains near Dhaka with explosives.

The authorities clamped a night curfew on the capital and four other strike-bound cities.

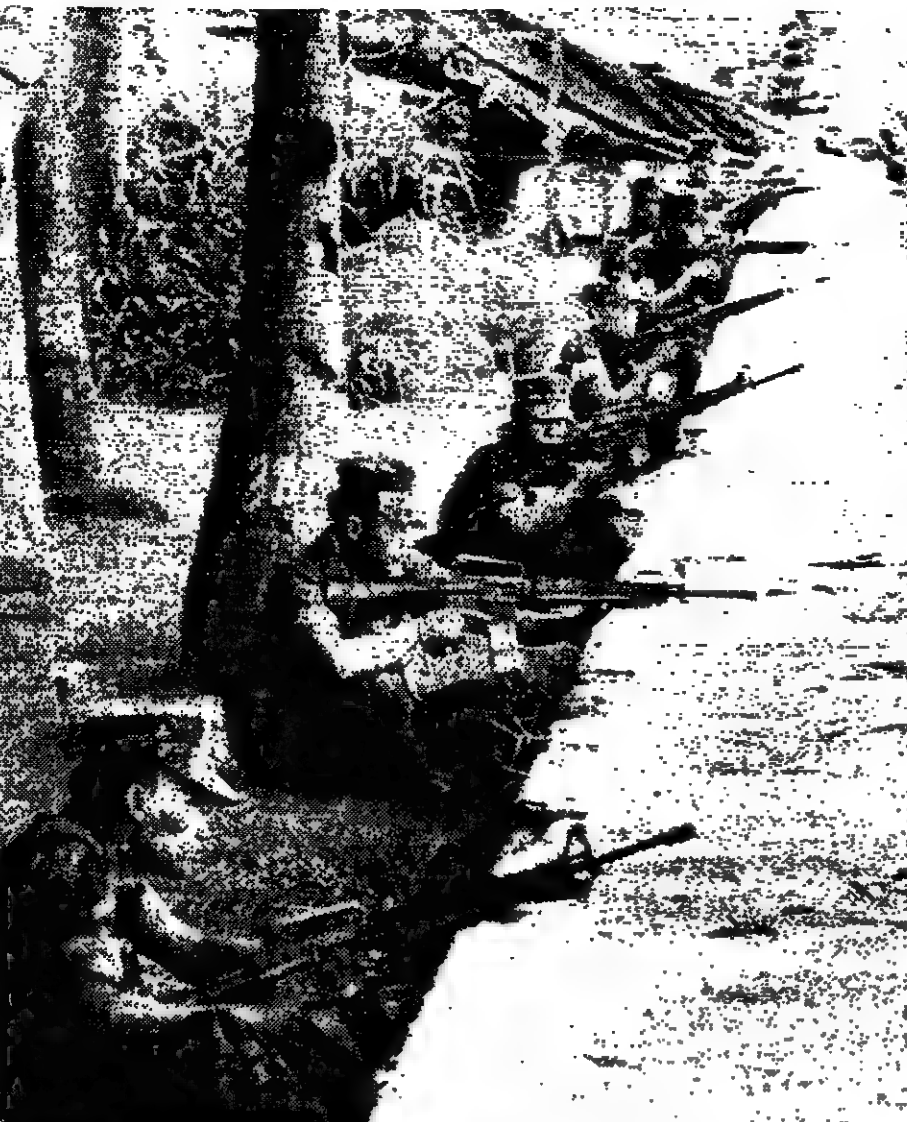
AGARTALA: At least seven people have been killed in clashes between police, opposition supporters and government followers in Bangladesh, sources said in this capital of India's Tripura state, bordering Bangladesh (Reuters reports).

The sources said two people were killed yesterday when police fired on anti-government protesters at Laushali, near the southern port of Chittagong. Four opposition supporters were killed in police shooting and clashes with followers of the ruling Jatiya Party near Chittagong and the town of Cox's Bazar on Saturday, they said.

An opposition supporter was beaten to death on Sunday by Jatiya followers at Mahisadal near Chittagong, they added.

Aquino pleads for a halt to rising poll violence

From Humphrey Hawkesley, Manila



Philippine Marines practising anti-terrorist drill for next week's Asean summit in Manila.

President Aquino campaigned yesterday in her first political rally for next month's local elections and appealed for peace as violence among candidates increased.

The violence began last week when a mayoral candidate was shot in the head while addressing a rally on the eastern island of Samar. Another candidate was murdered while drinking with friends in a Manila suburb.

On Friday evening five people died when gunmen opened fire on their two-car convoy in Bulacan province, just north of Manila, where Mrs Aquino campaigned yesterday. Police said that another mayoral candidate was shot in his home about 80 miles north of here.

The local elections are the final stage of the Government's programme to return the country to democracy.

Candidates are campaigning for more than 16,000 positions, ranging from 73 provincial governors to members of municipal boards. The winners have control over budgets.

Election officials say that, in a system built on favours and patronage, local and family rivalry will play an important role in the campaign, which is expected to be the bloodiest exercise in Philippines democracy for many years.

The military has called for voting to be postponed in Samar, parts of the southern island of Mindanao, and the Sulu archipelago.

Mudslides kill 15 in Peruvian villages

Lima (Reuters) — At least 15 people were killed and 100 are missing after mudslides swept through four villages in the foothills of the Andes.

The landslides were triggered by days of heavy rain in the coffee-growing area of Junin and a government official said the death toll could reach 60.

Truce rejected

Managua (Reuters) — Nicaragua rejected a ceasefire proposal by the Contra rebels because supply flights are continuing from Honduras.

Smoke threat

Ankara (Reuters) — Smog levels are rising in Ankara because of a shortage of South African coal, forcing people to burn smokier local lignite.

No treason

Kampala (AP) — The High Court dismissed treason charges against six people, including a former Cabinet member, saying the charges were baseless.

Death cry

Istanbul (Reuters) — Ismet Seven, the town crier of Rize, announced his suicide over the town's public address system and then plunged five floors to his death because he had been refused a pay rise.

Today,
The Hon. William Waldegrave MP,
Minister of State for Housing and Planning,
announces which of these men...

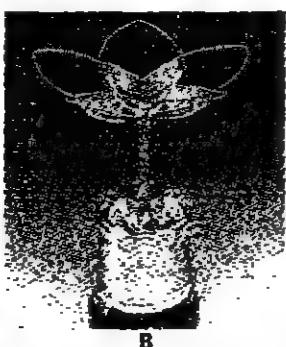
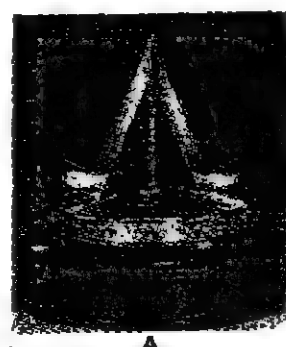


North East Region: Michael and George Blades, George Blades and Sons Ltd
North West Region: Bill Bowden, Bowden Quality Homes Ltd
Greater London Region: Luke Heslin, Rialto Group Ltd
South Region: Paul Boshier, McLean Homes (Southern) Ltd
North Thames Region: Ron Bracchi, Beazer Homes (East) Ltd
Scotland: Andrew Hodge, A & J Stephen (Builders) Ltd
East Region: Patrick Jordan, Richard Hough (Building) Ltd



South West Region: Trevor Hoot, Stanley Stone Chelsea Ltd
East Midlands Region: Gordon Richards, Ideal Homes (Midlands) Ltd
Wales: Eric Morgan, Wimpey Homes Holdings Ltd
Central Region: Richard Price, Bryant Homes Southern Ltd
South East Region: Lionel Thomas, Meron Homes Ltd
Northern Ireland: David Mowbray, Fraser Homes Ltd
West Region: Harry Wincup, McLean Homes (Midlands) Ltd

...who are helping to make new houses better,
will receive the two Supreme
Pride in the Job Awards 1987



A. Pride in the Job Supreme Award
(Large Site Category)
B. Pride in the Job Supreme Award
(Small Site Category)

PRIDE IN THE JOB

jobs have been created in house-building and related industries. Quality is the key.



serving the home buyer

In 1981 NHBC initiated its campaign for quality, 'Pride in the Job'. The house-building industry was then experiencing recession. Housing starts at 88,000 in 1980 were low and selling was often difficult, particularly in the North. Now, six years later, starts are as high as 190,000 and sales have improved even in the more depressed areas of the country. Many more people are deciding to buy their own homes and to buy new. It is no

coincidence that each year house-builders are more and more committed to producing a quality product. Their support for Pride in the Job is whole-hearted. The proof that quality increases consumer satisfaction lies in the evidence of NHBC insurance records. While production has been higher in 1987 than at any time since 1973, the incidence of claims has fallen. The sales figures speak for themselves. And 200,000 new

ARTHRITIS RESEARCH

PLEASE REMEMBER US

Arthritis is one of Britain's most widespread diseases. As yet incurable and representing our greatest single cause of disability, it seriously affects about 8 million of our people of all ages, including, sadly, some 15,000 of our children.

We, the Arthritis and Rheumatism Council, are a charity raising funds for medical research into the causes and, ultimately, the cure of all forms of the disease; and we rely entirely on voluntary contributions.

Our current expenditure on research exceeds £5 million, and donations in Memoriam form an important source of our income. If you decide to make a donation to charity in memory of a loved one, or in place of funeral flowers, we ask you, respectfully, to remember us.

THE ARTHRITIS AND RHEUMATISM COUNCIL FOR RESEARCH
Working to find an earlier cure.

To: The Arthritis and Rheumatism Council for Research,
41 Eagle Street, London WC1R 4AR

I ask you to accept the attached donation of £...
in memory of a loved one/in place of funeral flowers.

NAME _____ ADDRESS _____ POSTCODE _____

Please return this form to: The Arthritis and Rheumatism Council for Research, 41 Eagle Street, London WC1R 4AR. Registered Charity No. 207111

SPECTRUM

Legion of the forgotten

- Almost 50 years ago, Parliament ruled that larger firms should have at least 3 per cent of registered disabled people on their payrolls.
- But the law has failed miserably, bypassed or ignored by firms and even Government departments.
- If the able-bodied find it hard to get a job, then it is doubly so for the disabled. Sometimes the very fabric of society is to blame: an obstacle course that shuts them out. But more often it is a case of simple discrimination by blinkered employers.

Plight of the disabled: 2 GIVE US A JOB

One word of advice which might be freely given to a disabled person who is having trouble getting a job is this: pray.

Nearly half a century after the great reforming Act of 1944 on the employment of the disabled, our growing number of lame, deaf and blind remain a twilight army of unwanted labour, bogged down in a mire of good intentions, poor provision and plain discrimination. One crucial part of that Act was to establish a quota system whereby any firm with 20 or more staff should have among them at least 3 per cent with a registered disability.

This has been a dramatic failure: of the UK's 33,464 employers in the 20-plus category, only 9,053, or 26 per cent, meet the quota. For the Government itself, it is a case of "do as I say, not as I do": of its 25 principal departments, not one meets the target.

True, the Act is not binding on the Crown, but government departments have nevertheless agreed to accept the responsibilities. The Department of Health and Social Security boasts the second largest number of registered disabled — behind Defence — at 1,226, but even this represents only 1.3 per cent of its workforce.

The tragedy of this unfulfilled dream is that, thanks to the growth of new technology available for both the

workplace and the home, many disabled people could perform certain functions as well as the able-bodied.

Even the BBC, often cited as a benevolent employer, finds room for a mere 85 registered disabled in a staff of nearly 30,000. This year, however, it appointed four equal opportunities officers with the resolution of this anomaly high on their brief. News International, the publishers of *The Times*, have fewer than 10 people with a registered disability out of the 3,300 employees in the newspaper division.

Figures are bloodless things compared to a young paraplegic seeking the dignity of independence; but precisely because so few hard facts are available (and are likely to remain so until the Office of Population Censuses and Surveys has completed its current research), statistics are not without value.

The figures can be puzzling. There are ever more disabled as the treatment of disease improves and the population ages. But at the same time, fewer are officially registered through their Jobcentres or the Disability Advisory Service. In June this year there were 383,439, nearly 6,000 down on 1986.

Moreover, many firms which seek exemption from the 3 per cent rule through the Manpower Services Commission do so because they maintain that there are not enough applications from the reg-



Listening with her eyes: Sue Slater, left, an M & S catering supervisor who is deaf, lip-reads her assistant, Hannah Regan

istered disabled to make the quota workable.

What has gone wrong when there is apparently so much will? Can some sections of the disabled population actually be indicted for not helping themselves enough?

Boz Borowy, newly appointed project co-ordinator of Lambeth Accord, a training and advice centre for the disabled in South London, cites a number of reasons. "There is a mass of services

without a single co-ordinating force. As many as 30 groups could be trying to deal with one person.

"Also, many of the disabled don't know what they are capable of doing, either because they haven't bothered to find out, or else because no one has told them. It comes back to the education system... too often, work is not considered as something that disabled people do.

"Add to that the policies

still adopted by a number of large companies. For example, some still insist on taking on staff only if they have four or five O-levels. Often the disabled sit their exams long after school-leaving age, which means that by the time they've got those qualifications they're deemed too old."

With a staff of 20 (half of whom have a disability), Borowy works from offices in the heart of Brixton, in a permanently beleaguered financial state. In the past two years, 275 local disabled have come to his unit in search of work, and of these about one third have found a job.

Ironically, the Lambeth project resulted from an initiative by perhaps the most bureaucratic outfit of them all, the EEC. As part of its programme for the Decade of the Disabled, Brussels decided to help set up 16 such centres — two per member nation, the others British — one being in Reading — and this duly did three years ago through its Bureau for Action in Favour of Handicapped People.

Lambeth Accord then got an annual grant of £145,000 from the European Social Fund, with a similar total provided jointly by the Manpower Services Commission,

Inner London Education Authority, two local health authorities, and GLC transitional funding. But with the ESF likely to withdraw its grant, and Lambeth Council looking for spending cuts of £40 million in its 1988/9 budget, the future looks rough.

Borowy is a restless and relentless critic of misplaced philanthropy. "In so many of the organizations that exist to 'help' the disabled, you take a close look and you find a group of professionals or well-meaning volunteers discussing how to help 'them'. Hardly ever do you come across agencies run by 'them' for themselves."

Down the Brixton Road at Lambeth Town Hall a few years ago the Labour-controlled council decided to implement the 3 per cent quota. It looked at its books and saw that out of a staff of 10,021 it was employing only 97 registered disabled. It urged its department heads and managers to take on more, at vacancies arose. The effect was negligible.

In 1986 it took the law at its letter, did not apply for an exemption permit and stipulated in all its job advertisements that applicants should have a disability. What fol-

'You think: Can they do this?'

Sue Slater is not very keen on men with moustaches, stiff upper lips, or people who don't look at her when they speak. Any of these make it impossible for her to "hear" with her eyes, for she has been completely deaf since contracting meningitis at the age of three.

She is, she says, virtually useless in a group conversation, even among three or four people; her sharp eyes have to dart from person to person to lip-read what they are saying.

But at 23, Sue Slater is one of those handicapped people who has scored against the run of play and got herself a job. She is both typical and exceptional; typical because her ability to function in a work setting is like that of thousands of her fellow deaf, and exceptional because she has risen to the rank of catering supervisor at the Marks & Spencer store in Beckenham, Kent.

The job entails responsibility for feeding 250 staff; she does everything from buying food to planning menus. There appear to be no communication problems with her two helpers.

As she speaks, some of her words, particularly the longer ones, get a bit blurred, but she does the job well and the only concession to her disability is that her personal fire alarm bleeper has been adapted to vibrate instead of beep.

She has, of course, had to

overcome some huge difficulties. "I spent two years at a catering college in Southend; I was the first deaf student they'd had. When the lecturers were at the blackboard, and talking with their backs to the class, it was awful; but friends sitting next to me wrote down what was being said."

"I have two social lives, one with my deaf friends and one with my hearing friends. I prefer the company of the deaf ones. Many of them don't have jobs, though they're capable. A lot of it has to do with attitude — if you're clever and determined enough..."

As personnel manager of the M & S unit, Audrey Shepherd was responsible for Sue's appointment eight months ago. She admits: "I was a little apprehensive at first. You hear that someone has a disability and you immediately think about all the things they can't do, rather than about the ones they can. Certainly, they help her by being aware of her limitations. But our sole criterion was Sue's ability to do the job."

"It's a very important job in social terms because for many of the staff the meal is the highlight of the day, where all the communicating with each other takes place."

One consolation is that if ever her colleagues talk about her behind her back, it won't make a blind bit of difference to Sue.

research officer, sent out two types of letter applying for the same secretarial jobs in London. Both set out similar experience and qualifications, the only difference being that one type admitted to a disability, while emphasizing that this had not affected the candidate's working life.

Of the sample, 90 applications ostensibly from able-bodied people (97 per cent) received positive responses, compared to 55 (59 per cent) for the "disabled". Two of the rejection letters stated that the disabled person's qualifications and experience were not what was wanted, while the able-bodied applicants were invited for interview. "If employers are discriminating at the application stage," says Eileen Fry, "it seems likely they are doing the same thing subsequently."

"Gissa job, gissa job." That was the call of Alan Bleasdale's essentially 80s character Yasser Hughes, in his television series *The Boys From the Blackout*. Constant unemployment had all but brought him to his knees. Had it also reduced him to a wheelchair, he need scarcely have bothered asking.

Alan Franks

SAVE 10% ON YOUR TELEX BILLS NOW!

Get the message?

If you already use telex or have a micro that you wish to use for telex, then Mercury has the right service for you.

Existing telex users who choose Mercury can:

- Save 10% on international calls.
- Save up to 20% on UK calls.
- Receive itemised billing as standard.

Micro users may save even more! We can have you using the service within a few days.

It really is this simple. Just complete and return the coupon.

— TELEPHONE 061-953 7000 NOW —

Please send me details of the Mercury Telex Service for Micro users ☐ Telex users ☐ (Tick where applicable)

Name: _____

Company Name: _____

Address: _____

Postcode: _____

Telephone: _____

TMTS

Mercury Telex Services
Mercury Communications Ltd
Mercury House
1 Brentside Executive Centre
Great West Road, Brentford
MIDDLESEX TW8 9DS.



Mercury Communications is a member of the Cable and Wireless Worldwide Communications Group

Hard road back

If it is hard for an able-bodied person to find a job these days it is doubly so for disabled people such as Peter the policeman.

In January this year, after suffering for two days from a mystifying headache, he had a brain haemorrhage while getting ready to go on the beat. Today, his left side is still paralysed and a foot and calf are encased in plaster to keep them right enough for walking.

A family man who thought that at 46 he was in the prime of life, he now attends the Wolfson Rehabilitation Centre in Wimbledon, statically trying to regain a near-normal life.

"I'd like to get back on the beat if I could," he says. "The force has been marvellous, but if I can't go back to my old duties, I would gladly settle for any work, a desk job even."

Peter is one of 48 people at the centre who undergo an indefinite term of rigorous work on body and mind.

The Wolfson, like a handful of other multi-discipline centres in the United Kingdom, is essentially a school of survival for patients who have been removed from the "normal" world through dismemberment. Only a few can expect to resume a working life as anything like the same pitch as before.

Doreen Rowland, the head of occupational therapy says: "Yes, we can get them back to work in many cases, but the hard thing is proving it."

TOMORROW

Technology to the rescue

CONCISE CROSSWORD NO 1433

ACROSS

- 1 Ancient Palestine (6)
- 2 Spitfire fluid (6)
- 3 Rascal (3)
- 4 Gun crack (6)
- 5 Impaired (6)
- 6 Ruse (4)
- 7 Conjuror's trick (8)
- 8 White City area (9,4)
- 9 Writing ability less (8)
- 10 Petty quarrel (4)
- 11 Introductory text (6)
- 12 Cheerful, easy-going (6)
- 13 First note (6)
- 14 Harbour rowboat (6)
- 15 Hypothesis (6)

DOWN

- 1 Keen, vigilant (5)
- 2 Old Test, appendix (9)
- 3 Cyanide (7)
- 4 Disagree (5)
- 5 Illuminated (3)

- 7 Ferociously cruel (7)
- 8 Meaningful quality (13)
- 9 Rake's Progress artist (7)
- 10 Liquid dose (7)
- 11 Robust (5)
- 12 Aptitude (5)
- 13 Spool (3)

SOLUTION TO NO 1432

- ACROSS: 1 Squash 5 Sings 8 Abate 9 Valiant 11 Camisole 13 Show 15 Joyce Cary 18 Pale 19 Dr Watson 22 Caption 23 Bonus 24 Myth 25 Embodiment
- DOWN: 2 Quail 3 Aye 4 Seville orange 5 Jolt 6 Scurvy 7 Farce 10 Toss 12 Soya 14 Baba 15 Jalopy 16 Epic 17 Crush 20 Synod 21 Kith 23 Bib

WHY on earth haven't you put the dates of the WHICH

Computer? Show in your diary yet WHEN it's the only exhibition

that gives you the WHOLE story about computers in business

today. WHERE? At the NEC, Birmingham, from 19-22 January.

'Phone 0792 792 792 any time, day or night, for your free tickets.

THE COMPLETE BUSINESS
THE WHICH
COMPUTER? SHOW
SOLUTIONS SHOW

OVER 450 EXHIBITORS - EVERYTHING FROM PC'S TO NETWORKING - OVER 110 MAJOR NEW PRODUCT LAUNCHES - CAD VILLAGE - DESK-TOP PUBLISHING CENTRE - FREE INDUSTRY-SPECIFIC BRIEFINGS - COMPUTER CONSULTANCY CENTRE - PLUS OFFICE UPDATE '88, THE NEW BUSINESS EQUIPMENT & SERVICES SHOW

Sainsbury's prices should keep you in good spirits this Christmas.

£9.95

Sainsbury's 12 Year Old Highland Malt Whisky 75cl



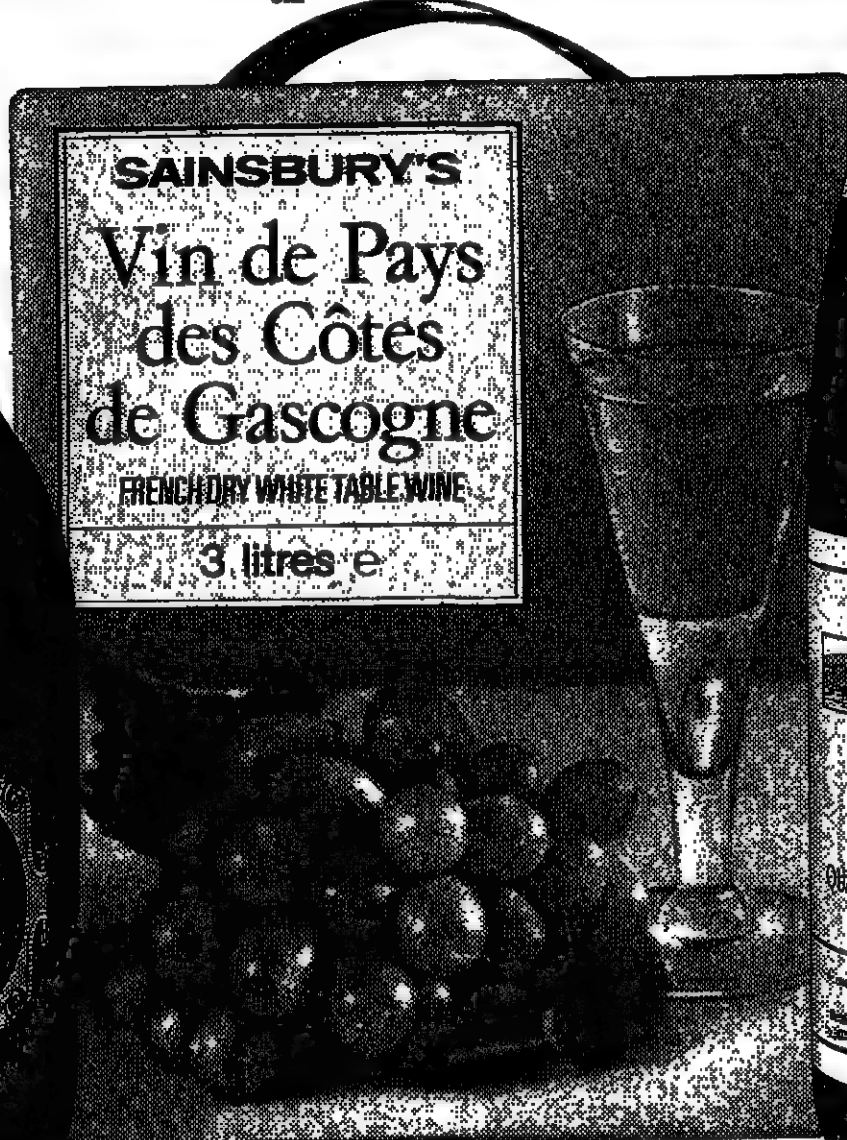
£10.25

Sainsbury's Cognac VSOP 70cl



£6.99

Sainsbury's Vin de Pays des Côtes de Gascogne 3ltr



£1.99

Sainsbury's Niersteiner Gutes Domtal 75cl



£2.49

Sainsbury's Beaujolais 75cl



£5.45

Sainsbury's Irish Cream Liqueur 70cl



All standard size bottles of Sainsbury's table wine contain 75 centilitres.

All standard size bottles of Sainsbury's table wine contain 75 centilitres

Sainsbury's Alcohol Free White Wine 75cl	£1.39
Sainsbury's Vin Rouge de France 1½ltr	£2.98 equivalent to £1.49 per 75cl btl
Sainsbury's Vintage Character Port 70cl	£4.35
Heineken 4 x 440ml	£1.85
Cinzano Bianco 75cl	£2.29
White Horse Whisky 75cl	£6.99

£1.99

Sainsbury's Claret 75cl



£2.89

Sainsbury's Sherry 70cl



Good food costs less at Sainsbury's.

THE TIMES DIARY

Brooke's bureau

Five weeks after Peter "Care-taker" Brooke's appointment as Conservative Party chairman, the first swishes of his new broom are being heard. Yesterday, he announced the appointment of Sir Christopher Lawson as head of direct mailing at Central Office. Goldie-Scott, a publisher who joined Sir Christopher's department last year, became Norman Tebbit's private secretary after the election. "We should soon be cutting down on the number of circulars that go to opposition MPs," he promises. Duncan Guy will replace him in the chairman's office and will also keep his present job as secretary to Peter Morrison, the deputy chairman. A memo sent to staff, trumpeting this new loss of one post, is being heralded in Smith Square as a precursor of streamlining. I reckon Brooke could still benefit from a course in job rationalization from Labour's Larry Whitty.

Irish Ken

The Labour leadership will be bracing itself for another onslaught from Ken Livingstone. The reprimand from Neil Kinnock following the Brest East MP's solution to the Northern Ireland problem, post-Einstein, has done nothing to dent his confidence. Livingstone is now planning to write a second book. His first, the autobiographical *If You Change Anything They'll Abolish It*, came out in September. His new one will suggest election-winning policies for the party - including a chapter on how Britain can withdraw from Ireland. He intends to get down to work after Christmas and hopes the volume will appear in time for next year's conference. Could this be his attempt to upstage his party's first opportunity to discuss the official policy review?

020807 INSTITUTE OF DICTIONARIES
As one whose tutor refused to mark one of my final papers because my handwriting was illegible, I can sympathize with a reader who has sent me a copy of his bank statement. Needless to say, the cheque was addressed to the Institute of Directors and the bankers with a sense of humour are C. Hoare & Co.

Action stations

Officer cadets at Camberley training school are giving their recruitment superiors a hard time over the Army's current newspaper advertisement depicting a crowded platform of commuters under the dispiriting headline: "Wanted. Men unwilling to fight the Battle of Waterloo." A number of the recruits point out that since they will soon be posted to MoD HQ in Whitehall they are quite likely soon to be "dashing for the 7.43" themselves. Yesterday the Army admitted 600 officers work behind desks in London "and about half of those perhaps use Waterloo".

BARRY FANTONI



"It's either your temperature or our bank account"

Fir flies

Inflation may have had little impact on the price of Christmas trees - they still cost about £1.50 per foot according to Major General Tony Richardson, secretary of the British Christmas Tree Growers' Association - but the battle against tree theft is getting tougher every year. He has told his 300 members to mount dog patrols, fit up trip wires connected to warning signals and leave a flock of Christmas geese to sound an alarm if burglars intrude. He adds that the thieves, however, almost always work by the light of a full moon and never emerge if it is raining.

Left at the altar

Sighs of relief: Tribune's controversial advertisements for Filipino brides have ended their run and the paper is once more the right on Labour weekly we always knew it to be at heart. Editor Phil Kelly, who has had "the whole Labour movement" on his back, tells me he has decided to defy his staff and will not accept them in future. Meanwhile his readers can drown their electoral sorrows with the Zimbabwe wine offer. Will we be amused by its precocity? "I'm told it tastes like South African wine," says Kelly. "but of course no one here would know what that is like."

PHS

Tackling the real roots of war

by Anthony Parsons

It is significant that, in the past 15 years, the closest the United States and the Soviet Union have come to direct confrontation anywhere in the world was not in Europe but in the closing days of the Arab-Israeli war of 1973, a war which took both by surprise. My hope is that the Washington summit, as well as tackling the reduction of the instruments of warfare, will address its causes, in particular the "regional problems" that are most likely to precipitate global confrontation.

Nato and the Warsaw Pact have faced each other in Europe for the best part of 40 years, but I no longer believe that a third world war will begin there. The diplomatic ground rules in Europe are crystal clear, and for 25 years both sides have been careful not to infringe them. Moreover, the foreign policies of the European states are co-ordinated within their alliances; none is likely to do anything unilaterally to provoke a superpower collision.

It is in other areas, particularly the Middle East, where the perceived "vital interests" of both superpowers are engaged but the ground rules are not clear and the policies of the regional states are not under control, that the real danger lies.

I trust that discussion of regional problems at the summit will not be relegated to sterile exchanges about Afghanistan and Angola. It would be more encouraging if both leaders were to

recognize that bilateral initiatives in regional conflicts have failed to deliver the goods and that better results might be produced by making serious use of the international peacekeeping and peace-making machinery of the United Nations Security Council.

In recent years the Soviet Union has been disposed to regard the UN not as a forum in which to conduct serious business, but as an arena in which to capture the hearts and minds of the non-aligned majority. The US, in this decade, has perceived the UN as an infuriating anti-American propaganda factory, and has starved it of funds. As a veteran of UN deliberations, I have much sympathy with American exasperation, but it should not have been pursued to the point of undermining the very real potential of the Security Council for defusing international crises.

Since early this year I have sensed change in the air which could be of profound significance. The United States seems less determined to tackle all regional problems bilaterally, away from the tumult of the UN. It has acquiesced, albeit without enthusiasm, in the proposal for an international conference on the Arab-Israeli dispute involving all five permanent members of the Security Council. It played an active part in the Security Council

consultations which culminated in the unanimous adoption in July of the mandatory resolution demanding a ceasefire in the Iran-Iraq war. All five permanent members seem to be in closer consultation on this, and perhaps on other issues, than I would have believed possible when I left New York five years ago.

Even more significant perhaps is the change of attitude displayed in Mikhail Gorbachev's article *The reality and guarantees of a secure world*, published in the Soviet press in September. This is relatively free of the suffocating Soviet-style jargon which has reduced me to stupefaction through many a General Assembly session. Some of his notions are so grandiose as to arouse fears of yet another propaganda exercise. However, in view of the previous negative Soviet attitude, I never expected a Soviet leader to state that "wider use should be made of UN military observers and peacekeeping forces in disengaging the troops of warring sides, observing ceasefires and armistice agreements". Nor would I have anticipated an exhortation that the Secretary General should be given maximum support and encouragement in his good offices, mediation and conciliation missions. Both these sentiments represent a major change in Soviet policies.

Even more significant, the Soviet Union has accompanied these words by deeds which would have been regarded as heresy by its old fundamentalists. The prompt payment of its current budgetary contribution and, above all, the pledge of \$197 million as arrears of peacekeeping contributions, of all things, should convince the most hardened sceptic that we are faced with more than a ploy. Moscow could win propaganda tricks without committing any hard currency, let alone \$197 million! I wonder whether Congress will respond by loosening the present vice-like grip on the UN purse strings.

Like hundreds of millions of others, I welcome the INF agreement and any further, closely verified, steps to reduce nuclear arsenals. I would welcome as much, if not more, a realization by the superpowers that escalation to the use of these weapons is more likely to begin in a "regional problem", the most probable candidate being the Middle East, than on the battlefields of Europe.

If they could act together in the Security Council to ameliorate the most dangerous symptoms of these problems and to persuade the parties to negotiate peacefully, I for one would sleep easier. Their first test is to maintain their newfound unanimity over the Iran-Iraq war, the most immediate threat to world peace, and to translate it into effective action.

Sir Anthony Parsons was Ambassador to the UN, 1979-82.

Digby Anderson challenges the belief in wide public support for the NHS

The presidents of the three senior medical colleges, who this week attacked government health policies, have scorned "face-saving initiatives" of £30 million pounds. They want very much more than that spent on the health service and they are not alone. Behind them are ranged many more vested interests all wanting much more money, every year repeating and increasing their "crisis" demands. The truth is that there is no limit to what could be spent on health, no figure at which the NHS would be "properly funded". But it is also true that more money does need to be spent to satisfy rising expectations.

The question is only whether the taxpayer is prepared to pay yet more in his tax for the same sort of nationalized service, marginally improved, or whether better-funded health care will have to seek new sources of funds. The conventional wisdom is that the taxpayer is prepared to pay more for state services, not only in health, but in education and welfare, and the evidence cited is the opinion polls.

The *Guardian* announced earlier this year that "polls show there is a large majority in the nation in favour of increased spending in preference to tax cuts". Professor Anthony King claims a Gallup poll "Political Index" showed an increase in willingness to pay for more state services, from 37 per cent in 1979 to 67 per cent in 1986. An economist, Nick Bosanquet, finds in the 1986 report, *British Social Attitudes*, that support for higher tax rose from 32 per cent in 1983 to 45 per cent in 1985. And a poll by NOP this autumn found 71 per cent wanting the NHS to remain "free".

Are the polls correct? Social scientists distinguish between reliability and validity in assessing research. A new and very detailed study, *Welfare without the State*, published by the Institute of Economic Affairs, finds the polls reliable but invalid. They are reliable because they do indeed measure the number of people who agree with statements put to them by Gallup, even if it means increases in some taxes. They are invalid, in that agreeing with the statement does not tell us about the respondent's true opinions about welfare and taxation because the statements are vague, don't give enough choice of possible answers or indicate the precise costs people might bear for services.

The new study gave more choice. It asked whether the state should raise taxes for education and health services for everyone; whether it should take less in tax and provide services only for those in need; or whether it should continue at the present level but allow people to contract out, contribute less, and use the money to pay for their own services.

Given a more sophisticated choice of views, the answers changed. Only a quarter of the



Proving the people won't pay more

sample chose the first option for education and only 30 per cent for the NHS. Option two had least support - 20 and 19 per cent, and option three the most, 48 and 44 per cent. Much more important, there is combined support for radical change, of 68 and 63 per cent.

However, even these questions are too vague. The first asked if the respondents wanted tax increased to pay for more health and education. It did not say who should pay or how much. So more specific questions were asked and, as the questions progress from vague expressions of goodwill to specific, priced options affecting the individual respondents themselves, the tax volunteers dwindled. Only 18 per cent were prepared to pay more tax themselves for more health care and 90 per cent were against paying an extra 3p on standard income tax.

One of the key radical proposals for education which politicians, notably Sir Keith Joseph, found politically - that is electorally - impossible, was vouchers. The voter, it is said, is opposed to vouchers. And well he might be if it is only put to him as a vague and unsettling idea. The new study put it more carefully, breaking it down into vouchers of £500, £1,000 and

£1,500, representing a third, two-thirds and 100 per cent of average secondary day-school costs and thus requiring the parent to top up by £1,000, £500 or nothing or even keep any excess from shopping around. Only 25 per cent were opposed to full vouchers.

Again, loose questions about private medicine are calculated to worry respondents, of whom 80 per cent typically reply in fervent favour of the NHS, but to precise questions answers are more revealing. Offered three alternatives, in which the state gave them £150 per annum for each member of the family for private health care provided they spent themselves another £150, the state offered £200 and the individual paid £100, and the state paid £300 (the average cost), 40 per cent would take the first deal, 49 per cent the second, and a massive 75 per cent the third.

This new study has some harsh things to say about the conventional "vague" and "priceless" polls and with some justification. It is one thing to use conventional polls to indicate broad shifts of opinion in elections where the choices are themselves few and blunt: quite another to infer from them likely reactions to a range of welfare policies which

might affect individuals in a variety of ways. The IEA study is a great advance in this respect and surely now is the time for those who commission polls, such as newspapers, to require, when appropriate, more sophisticated questioning.

They could go further than the IEA poll. It still treats the services as aggregates. Respondents are asked opinions about the "NHS", but the NHS is not homogeneous and there is no reason to suppose opinions about its different parts to be so. The IEA report found some strong support for charging for services. I suspect it would have been even higher if low payments for standard visits to the GP were separated off from the much more contentious huge payments for acute surgery.

What matters, as Ralph Harris and Arthur Seldon point out, is not what people will say when asked vague questions by conventional pollsters. Silly questions get silly answers. What matters is what people say, and even more so, when confronted with real decisions involving real and undisguised costs to themselves.

As they say, the only way to find this out for sure is to set aside politics and, at last, allow people real choice. Radical politicians should not be afraid of their voters. There is no solid opposition to welfare reform and no blanket attachment to the NHS. The three spokesmen for the vested interests say they want an overall review. That is exactly what they should be given. It may be more than they bargained for.

The author is Director of The Social Affairs Unit, Welfare Without the State. By Ralph Harris and Arthur Seldon, is published by the IEA (£7.50).

Scotland leads the way on drinking drivers

No one has been killed on Fife's roads for more than five weeks. Since October 14 the police have been breath-testing every motorist stopped for committing a moving traffic offence, such as driving with a faulty light or jumping traffic lights. Although it is too early to say if the tougher policy is directly responsible for the lull in Fife's death toll - 29 so far this year - the figures are causing some optimism.

Scotland is already far ahead of England and Wales in tackling the problem of drinking drivers. For the past 18 months police have been breath-testing every motorist involved in a road accident and this week Scottish police are expected to toughen their policy further. However, as Peter Bottomley, minister for roads and traffic, today launches the latest phase in the government drink-drive campaign, there are signs that England is catching up.

Many police forces have decided to abandon the policy of giving the officer at the roadside discretion on whether the motorist should be breath-tested. When involved in a road accident south

of the border over the Christmas weeks, motorists in Hertfordshire, Leicestershire, Nottinghamshire, the south-west counties and the West Midlands can expect to be breath-tested.

These forces have judged that a firmer approach is needed to tackle drinking and driving, which claims up to 1,600 lives a year and accounts for a quarter of road deaths. The Association of Chief Police Officers, however, recently reaffirmed its policy of leaving enforcement up to individual chief constables.

The result is a great variation in enforcement across the country. The 123,485 police in England and Wales conduct on average 2.5 breath tests each per year, compared with 17.4 in Nottingham, which has the lowest proportion of motorists failing the breathalyzer test. In Merseyside, where only eight breath tests are conducted daily, 58 per cent of motorists are over the legal alcohol limit. Metropolitan Police officers each test fewer than two drivers per year and 32 per cent of tests are positive. Forces with a poor record on

breath-testing emphasize they have limited resources; their experienced officers know which drivers to stop. However, the belief is growing among experienced police chiefs that the battle will only be won when drivers who have drunk more than the legal limit realize they will be breath-tested. Such apprehension hardly exists today, given that in the past 10 years over 2 million of the 26 million who hold driving licences have been breath-tested.

Research has shown that motorists believe there is three times the risk of being breath-tested in Nottingham than in London. The police, who are now stepping up testing, believe that a negative result from a breathalyzer is of more value than a positive one. Many drivers will find the test a chilling experience: more than anything, it will make them think hard about drinking and driving.

Public opinion appears to be changing, as it has on smoking. Police road blocks would normally be considered alien to British life, yet Sussex police used them at night for two weeks in September and again in Novem-

ber to catch drinking drivers. More than 90 per cent of letters to the police supported the action.

Last week doctors spoke out in favour of random testing, but the government has rightly said it will consider such a measure only if asked to by the police. The public is largely unaware that officers can already usefully use the right to randomly stop drivers, as Sussex police showed.

Without adequate enforcement the deterrent effect of random testing could quickly wane. In July Nottingham stepped up its drink-drive campaign, and fewer than 4 per cent of motorists failed the breathalyzer. Random testing is unlikely to better this.

In the days before Christmas the average number of breath tests carried out will more than triple (although 10 police forces will go against the trend and breath-test fewer drivers than during the rest of the year). It is no coincidence that the proportion of motorists failing the test over Christmas will drop by almost two-thirds.

Daniel Ward
Motor Industry Correspondent

Tony Blair

Feeding the toll of fire deaths

He was a bouncer in a Manchester nightclub. He finished work and arrived home, sober, about 4am. His wife and two young children were sleeping upstairs. He had a quick meal, smoked a cigarette in the living room, stubbed it out in the ashtray, and went to bed. The cigarette still just alight. The settee began to burn. For about two hours it smouldered, until suddenly it caught fire. Within three minutes, the bouncer and his wife awoke, dimly aware something was wrong. They opened their eyes. Six inches above their faces was a pall of thick, black smoke. Frantic, they divided, she crawling to the window, he to fetch the children. He never made it and neither did the children. Seconds after waking, they were dead. The firemen found them later, huddled together in the bedroom - not burnt, but poisoned by the fumes.

Around 300 such deaths happen every year, involving domestic furniture set ablaze either by cigarettes, matches, electrical faults or other causes of fire. In the past 20 years the proportion of such deaths to total fire deaths has more than trebled. This Christmas, the critical period for domestic fire deaths, more victims will join the statistics.

The tragedy is that many of them will die needlessly. Most modern furniture (and that includes the expensive variety) is stuffed with foam so highly flammable that within seconds of catching fire it creates an inferno, a flame so hot and intense that it can punch a hole in a ceiling and blow out the windows of a house. It also gives off carbon monoxide and cyanide; two or three inhalations are fatal for an adult.

How many times have we heard on the news of whole families dying from fire in average-sized homes and wondered why on earth they didn't manage to get out? The reason is the sheer speed with which the fire spread and, of course, the fumes. If the fire and thus the fumes could be contained for only a short while longer, the occupants of the house could escape or the fire service could reach them in time. Yet furniture manufacturers continue to use this foam though its dangers are well known and though there are now on the market combustion-modified foams which have a proven ability to contain fires and to save lives.

It is a scandal on which the government has been slow to act. Regulations were first passed in 1981. They have largely failed. The government will, however, legislate again in early 1988. But new evidence indicates that this legislation may be as flawed as its predecessor. There is now a campaign being mounted to persuade the government to phase out any foam filling that is not combustion-modified.

Presently the government is in the process of consulting on the code of practice which will form the basis of the new regulations. At the moment, the furniture makers can use standard polyurethane foam even with covers that have failed what is called "the ignitability test" - that is, they can be set alight by a match. The government recommends banning the standard foam.

That is an advance. But igni-

table covers will still be permitted for three years when used in combinations with what is called "high resilience foam" (a term which refers to the foam's texture rather than its properties of fire resistance); and HR foam will be allowed indefinitely with fire-resistant covers. Many manufacturers are now switching to HR foam, which is almost as cheap to produce as the standard foam.

Vital new evidence from the Greater Manchester Fire Service - the acknowledged leaders in this field - indicates that HR foam is, in fact, no more fire resistant than standard foam. Tests have shown that HR foam with ignitable covers is, according to Greater Manchester, "as deadly if not more so" than standard foam. Even with fire-resistant covers, once slight HR foam burns with the same ferocity.

These claims are backed by an extraordinarily impressive list of bodies, including many fire service officers, the Rubber Plastics Research Association, the furniture and the fire brigades unions and some, though obviously not all, furniture manufacturers.

The government's own Fire Research Station has told the consumer unit at the Department of Trade and Industry that HR foam "can greatly accelerate fire growth". In a separate move, the British Standards Institute, again a government body, has indicated it would refuse foam classifications under the code's test requirements because they are too lax.

It is unclear, as yet, whether the government disputes the validity of this evidence or simply thinks the cost to furniture manufacturers of using combustion-modified foam is too great a price to pay. The latest such foams would put about £20 on the average suite of furniture. Many believe that with economies of scale this could be significantly reduced.

In any event, the government has apparently acceded to strong representation from the powerful lobby of furniture makers, and shows no sign of willingness to treat HR foam in the same way as standard foam, or indeed to ban ignitable covers for good. Those with a long experience of fire fighting insist that, in the absence of such action, the death toll will continue.

From the outside, the public often thinks of the government as some vast clinical machine dealing with problems in an orderly fashion; bureaucratic and cumbersome maybe, perhaps wrong, but methodical. In fact, being composed of human beings, usually with too much to do in too little time, governments respond primarily to pressure. If it's in the news, it must be dealt with. A disaster occurs; an outcry follows; a solution must be found or something which at least resembles a solution. When, as here, death happens by twos or threes, the headline is not large enough, the pressure is insufficiently concentrated.

Seven years and perhaps as many as 3,000 deaths will have passed between the 1981 regulations and those due next year. Do we have to wait another seven years before we get it right?

The author is Labour MP for Sedgefield.

however... Paul Jennings

A perfect gift for maddies

When my latest monthly credit card account arrived in a fat envelope (and they increasingly do, with some catalogue in addition to the actual account, which always has me on the point of querying this £10 for Trobrey Martin or Cuggins till I realize it must be the garage where I got the petrol that night in Bedfordshire or somewhere) I thought, Good Lord, Christmas already, it'll be full of bleeping golf balls, hampers, wine, silk pyjamas in three sizes, in a catalogue with snow falling off the letters of words like *Him, Stocking, Fun*, etc.

Never mind bleeping, it has golf balls which incorporate "a chemically luminous stick... you can play the last few holes at dusk". It doesn't mention Christmas. It is simply a list of what my bank clearly thinks is useful to maddies all year round ("maddie" is the latest pop-acronym, for this group known to psychiatrists as manic depressive yuppies, or MDYs). They swing wildly between this extreme golf-at-dusk activity, with complicated exercise machines, compact gyms, even a contraption that enables them to exercise upside down, to devices for extreme sloth, such as an alarm clock set in a tennis ball that you can throw at the wall when it rings, and a kind of 15in Dalek shown bringing you a breakfast apparently of some bright blue drink, olives and peanuts, on its seven rubber wheels - "use the joystick to send your helper anywhere in the house".

And, strangest of all, an electronic cat.

We'll come back to the cat in a moment. What makes the bank think we are all yuppies, let alone maddies? All I ever see in mine (or in London branches of it) are housewives, tanned-looking bricklayers with open shirts, colonels, men or women of uncertain age with enormous long transactions, great bags of money - butchers, perhaps, or hairdressers; and quite

a lot of them are litmas, like me (litm is short for MWTHTO-THLITM, Man Who Thinks He Is Twenty-One Till He Looks In The Mirror; you can say it as a word if you shove, for euphony's sake, a U between the W and the T, but most people prefer the shorter litm, otherwise it sounds like the kind of reply you make to the dentist when your mouth is full of his contraptions). And none of us would be seen dead with an electronic cat.

(It and I mean it, not he) is called Peister, and except for a quasi-feline mouth looks like a cross between a teddy bear and a football with a tail (£49.95). Of "soft, curly, fire-resistant acrylic fur", if you open the door "he wakes up. Ignore him and he'll go to sleep." Is a real pet this sagable?

Yes, it is. The whole point is that a real cat will screech at the door if you ignore him, and won't come in when you do open it for him. Most of all, he will not "purr on command", and the look which our cat, a much-admired great fat lazy neuter whose main occupations are sleeping and sitting on an arm of the settee staring out of the window, like the Duke of Wellington in his club, watching the damn people getting wet, would give us if we "set him in play mode" to "watch him play by himself" would turn us to stone. And as for Peister DeLuxe (£99.95), who can miaow and, if you turn on the music, "dance to the beat".

A real cat's purr is a divinely soothing, living sound which it sometimes makes when it is happy, sometimes when it's just not thinking. My late father-in-law knew a man who got milk for his cat allowed against tax because it helped him in his music-composing. I daresay the maddies haven't thought of that yet, but maybe next year there'll be ones that have kittens that mess the carpet and they can claim for a Dalek thing programmed to clean up.



1 Pennington Street, London, E1 9XN Telephone: 01-481-4100

BUSINESS AT BRIZE NORTON

As Mr and Mrs Gorbachov flew out of Britain for what is now universally billed an historic summit meeting, they left behind a trail of bonhomie and glamour. He, sober-suited and businesslike, had retired to discuss affairs of state and emerged smiling; she, well-coiffed and wrapped in fox fur, had won the hearts of primary school children. The first couple of the USSR had acquitted themselves as, in the eyes of the Western world, a first couple should.

Fortunately for the West and perhaps less fortunately for the Gorbachovs, this otherwise glossy picture had begun to lose a little of its sheen even before they left Moscow. A demonstration by Jews campaigning to leave the Soviet Union had been broken up violently by some of the less savoury elements in Soviet society disguised as "peace" demonstrators. The nature of the things was clear from the television pictures that were subsequently beamed around the world by Western networks.

As the Soviet leader's plane approached Britain, the Foreign Secretary, Sir Geoffrey Howe, commented that the importance of such incidents should not be exaggerated; they should not mar the greater picture. Nor should they; but neither should they be excluded from the frame altogether. They are part of the reality of life in the Soviet Union, a part that the West needs to know about if its judgement about that country's leadership and system is not to be clouded.

Then another detail emerged. The treaty to abolish all intermediate-range nuclear missiles worldwide, which East and West believed had been finalized by the US Secretary of State, Mr Shultz, and his Soviet counterpart, Mr Shevardnadze, at their meeting in Geneva three weeks ago was made the subject of last-minute bargaining, by the Soviet side, even as the Soviet party made its way to Washington.

A secret installation producing SS-25 missiles, which was to have been monitored by US inspectors, was suddenly said by the Russians to be closing down and therefore unnecessary to the treaty. A discussion ensued, after which it was agreed that monitoring would continue, but only for three years instead of the 13 the Americans believed had already been agreed. The Soviet side appeared to be engaging in the sort of brinkmanship that had brought down the Reykjavik summit; they were playing games with the small print.

These incidents cannot be ignored. They

help to set the achievement of a superpower arms control treaty in context. They reveal a fraction of the canvas that Mr Gorbachov's media machine, newly primed for Washington, has covered over. The Soviet leader's advance party to the US capital included two of his most pro-glasnost editors, the chief economist of perestroika, and the chief philosopher of change. Left behind were, among others, the editor of the Communist Party and military papers, the head of the KGB, and others whose faces fit less well into the American scene. The true picture has thus been, albeit in small ways, distorted.

Mr Gorbachov has been dubbed a new type of Soviet leader by the US President and many others. Mrs Thatcher thinks so too, and from Brize Norton to Washington his goodwill is being given the benefit of the doubt in a way rare for a Soviet leader. In that sense, his visit to the United States is indeed historic. But there is a risk of hyperbole. US-Soviet summit meetings have been held before, and they have been held in Washington. Arms control agreements have been signed before, including agreements like the ABM treaty of 1972 and Salt-1 — that have altered the strategic map.

Mr Gorbachov has set tougher conditions for a summit than most, which makes today's meetings more of an achievement. But even when the centrepieces of the visit — the INF treaty — has been signed, more than 95 per cent of the nuclear weapons now in place will remain in place, and the East-West imbalance in conventional weapons in Europe will stand out even more starkly than before. In that connection, Mrs Thatcher's insistence to Mr Gorbachov yesterday that Britain would retain its nuclear deterrent was essential, and welcome.

None of these strictures is to minimize the importance of what will take place in Washington tomorrow, when President Reagan and Mr Gorbachov meet for the first time on American soil and sign the first treaty to provide for the destruction of lethal weapons. They constitute rather a reminder that the small details need to be examined closely, the whole picture needs to be considered, in its true focus and its true colours, before any generalizations are made either about the nature of the Soviet Union or the future of East-West relations.

OPEN WHITEHALL'S WINDOWS

Mrs Thatcher owes many debts of gratitude to Sir Robert Armstrong, her Cabinet Secretary and great chamberlain, who takes his formal leave in a few days time. Most are for deliberate acts of service (she is unlikely to forget his performance before the Commons Select Committee investigating the Westland affair) but one is not. On behalf of her administration the name of Sir Robert — by his public tribulations in a Sydney courthouse — has become public property. This most mandarin of officials ended his career as a famous fall-guy in a foreign drama.

The machine of permanent governance which he heads will switch silently to his long apparent heir, Mr Robin Butler. But Mr Butler will have little breathing space before following up — or preparing ministers to follow up — the questions which are Sir Robert's legacy. What sort of Whitehall does Britain need in the Nineties? Who will run it? Who will work in it?

Will they be lifetime insiders, learned in case law, office lore and the manipulation of committees? Will they be part-time consultants on contract, experts in economics or advocacy, able to work for HMG one year, ICI the next? If both are needed, in what places and proportions? Will their loyalties be to politician, department, pay packet or to a lifetime career dedicated to the service of the Crown?

As 1987 ends that last phrase has an anachronistic ring. Sir Robert attempted to dispatch it last week in his revision of the rules for Civil Service conduct which were set out after the Ponting prosecution. His document sets the scene for a Civil Service in which, increasingly, officials operate in separate compartments, owing loyalty to their ministers and departmental goals. Their connection to the Crown, and to the Head of the Home Civil Service, advanced by Sir Robert as a court of appeal in matters of conscience, becomes increasingly tenuous.

That is the point at which Sir Robert, perhaps gladly, bows out. In recent years he has made it his business to advance the cause of unity within Whitehall and to keep the integrity of the Civil Service as a high principle. This has led him, for example, to try to build bridges with government employees in the wake of the GCHQ affair and (in last week's paper) reiterate protective rules for the appearance of Civil Servants before parliamentary committees.

Mr Butler faces a dilemma. One horn offers a career Civil Service of the highest integrity within which, for example, it is perfectly proper to insist that all officials (not only those employed by the Security Service) observe a code of lifelong confidentiality about the information they process. The other provides a

different version of public service, concentrating on efficiency and flexibility; it puts a premium on openness and is likely to prosper less well without the maximum exchange of information within and without Whitehall.

Sir Robert has presided over — in his own words — a managerial revolution in which, despite signing the papers and speaking the words, he has never really had his heart. Like the Prime Minister he has served so faithfully, he has been torn between the forces of efficiency and effectiveness pulling one way and the forces of loyalty and authority pulling another.

Mr Butler inherits the Financial Management Initiative (FMI) established by the Prime Minister. It points towards loosening the ties that bind departments to the Treasury (and the Cabinet Office) and civil servants to departments.

Miss Anne Mueller, herself from the top echelons of the Cabinet Office, recently presented civil service trade unions with a description of flexible working hours and looser conditions of service. The application of such thinking would lead to a better flow of talent into and out of the Civil Service.

But how to square this with obligations of lifelong confidentiality? A job-sharer in the Department of Health and Social Security or a business man brought in by the Treasury to look at government purchasing: are they both to be bound by the tight bonds that should govern a Peter Wright?

Mr Butler comes to the head of the Civil Service from the Treasury. Somewhere in a filing tray between his former department and the Cabinet Office is Sir Robin Ibb's report on the next steps in the FMI, fast becoming one of the most talked about unread documents of present times.

All the pointers suggest that Sir Robin's administrative logic carries him towards uncoupling departments from the controls on manpower, pay and conditions exercised by the centre. Such an uncoupling will sooner or later call into question the unified career structure in Whitehall and the very culture within which notions of lifelong confidentiality can realistically be rooted.

Sir Robin's report is particularly important. The debate upon it should not be confined, as it has been so far. The condition and quality of the public service is a matter of great political, and social significance. Mr Butler will, sadly, be tempted to emulate Sir Robert and keep the issue quiet. He should, instead, start his custodianship of Whitehall's highest office by flinging the windows wide: publish Sir Robin Ibb's report and let the rest of the nation have its say.

smoker, whether he aspires to the status of gentleman or not. Yours faithfully, SIMON CHASE (Marketing Director), Hunters & Frankau, Cigar Importers and Shippers, Hurlingham Business Park, Sullivan Road, SW6, December 1.

Bevan statue
From Mr Robert Thomas
Sir, Mr John Grigg (article, November 20) says of my statue of Nye Bevan that "to judge from the picture in *The Times*, it is a stiff and uninspired figure". A statue is not easily judged from one photograph. I submit that the figure of

Nye leans markedly (characteristically) forward and that the right arm and hand, being fixed of the main mass, are expressive and give movement to the statue. At the same time it has restraint and monumentality.

Mr Neil Kinnock, who was present when Mr Michael Foot unveiled it last month (November 16), said "it is a great combination of aggression and reason. It is a beautiful representation of what the man stood for". This says it all for me. Yours sincerely, ROBERT THOMAS, Villa Soren, 23 Park Road, Barry, South Glamorgan, December 2.

Clash over Church's authority

From the Reverend Graham Earney and others

Sir, A number of newspapers have sought to run scurrilous articles on the subject of Dr Runcie and his primary since the publication of the preface to *Crockford's Clerical Directory*, 1987-88 (report, December 3). These build on the thoughts of one anonymous, seemingly bitter and frustrated member of the Church of England. They may reflect the concerns and worries felt by many in the Church of England. They do not represent the views of all of us.

There is so much in the *Crockford's* preface and subsequent articles in the press which needs to be confronted. It is best done by stating that in our experience in different parts of the nation during his primary we have heard Dr Runcie criticised by all the extremes of the Church — by liberal and by reactionary; by Catholic and by evangelical; by active and by passive members of the Church; by cleric and by lay.

Is this a sign of "nailing his colours to the mast" or of holding together such a diverse and disparate entity as the Church of England in constructive tension? As those who work within the structure of the Church we believe it to be the latter.

Why is it that Dr Runcie (and other Church leaders) is being pilloried for not taking a strong lead in national matters, for daring to lead the Church of England to prepare a service after the conflict in the Falklands which dealt with those well-known Christian virtues and doctrines of penitence, forgiveness and reconciliation; for having the foresight to set up a commission to investigate the plight of those who live in our urban priority areas, while others sit in ivory towers and talked about "the problem"; for having the conviction to stand foursquare with one of his greatest friends, Terry Waite, as he offered to risk his life to try and bring a little peace and understanding to the Middle East and for having now the fortitude, prayer and inner "depth" to wait hopefully for Terry's release?

What is it that people want? — strong leadership! Well, strong leadership is what they are getting.

A medical balance

From Mr T. C. B. Dehn and Mr I. M. R. Lowdon

Sir, Dr Michael Joy (December 1), seeks to blame the Government for his predicted collapse of the hospital service on account of the implementation of the document, "Achieving a Balance". This document was produced jointly by representatives of the DHSS, health authority chairmen, consultants and junior hospital doctors. Three of the five consultant authors of that document are, like Dr Joy, consultants in district hospitals.

It is lamentable that Dr Joy decries the proposed reductions in the UK-qualified registrars in popular specialties such as his when he has the knowledge that only one in four of these registrars in training is likely to gain a consultant post in the specialty for which he is training. Similar ratios apply to other acute-service specialties and it is for that reason that the authors of "Achieving a Balance" tackled head on the appalling career structure currently in existence for junior hospital doctors.

The reduction in UK-qualified registrars numbers to match consultant vacancies and the proposed 32 per cent (by 1998) expansion of the consultant grade, as outlined in "Achieving a Balance", should ensure that not only is the hospital career structure dragged from its Dickensian foundations, but also that more patients are treated directly by consultants and not by junior doctors in training.

The development of specialist medical care in district hospitals is dependent not on the presence of large numbers of UK-qualified registrars with few career prospects, but upon the continued expansion of the consultant grade. Before the implementation of "Achieving a Balance" this had not occurred, due not only to lack of Government funding but also to the reluctance of some of the consultant body to permit more of their juniors to share the benefits of consultancy both within and without the NHS.

May the Government be blamed for many of the ills that presently beset the NHS, but not this.

Yours faithfully, T. C. B. DEHN (Chairman, Oxford Regional Hospital Junior Staff Committee), I. M. R. LOWDON (past chairman, John Radcliffe Hospital, Headington, Oxford, December 3.

him and is co-operating fully with the historical commission that has been established. However, that commission is seen by many as a domestic concern, and no international forum exists which can give Dr Waldheim the fair hearing he seeks.

Yours faithfully, RICHARD DUNN, Managing Director, Thames Television plc, 306-316 Euston Road, NW1, December 2.

Coracles afloat
From Mr P. G. N. Badge
Sir, I refer to your photograph and article (December 1) describing the sad plight of the Towry coracles.

I have eight different coracles made by the rapidly dwindling band of British coracle-makers, including an excellent one by Raymond Rees of the Towry. It would be a total tragedy if these wonderfully versatile craft, which have been used in the British Isles since pre-Roman times, were to disappear. Surely there is a maritime or countryside preservation society who would be prepared to assist in the retention of this ancient way of life? Yours truly, P. G. N. BADGE, 119 Riverview Gardens, Barnes, SW13, December 2.

if only they will have the eyes to see beyond the maliciousness of some parts of the press and media.

Despite the diversity there is order and leadership within the Church of England. We are proud to be servants of that Church under the leadership of Dr Runcie. Yours sincerely, GRAHAM EARNEY (Social Responsibility Officer), RUSSELL BOWMAN-EADIE (Director of Training), FAY WILSON-RUDD (Resources Adviser), The Bath and Wells Diocesan Synod, Diocesan Office, The Old Deanery, Wells, Somerset, December 4.

From Mr M. V. Berridge
Sir, Believing that criticism is a lesser evil than apathy, I was glad to see the publicity your paper gave (December 3) to the views expressed in the preface to the 1987-88 edition of *Crockford's*.

As a lifetime (now in later middle age) member of the Anglican Church I have been increasingly disturbed by the lack of decision, discipline and unity shown by their higher ecclesiastical authorities. Finally, after the recent meeting of the General Synod, I decided I could no longer support them verbally or financially.

What is more important, I find that my views are shared by a number of previously loyal and practising Anglicans, mainly from a much younger age group than myself. Yours faithfully, M. V. BERRIDGE, The Osrick, Burnt Street, Wells-next-the-Sea, Norfolk, December 3.

From the Reverend W. Roy Large
Sir, There is no question about it: the author of the *Crockford's* preface must declare himself. It is dishonourable to launch public attacks against named individuals under the cloak of anonymity; it is incompatible with the duty fellow Christians owe to each other. Yours truly, W. ROY LARGE, 35 Portland Street, Leamington Spa, Warwickshire, December 4.

expansion of the consultant grade, as outlined in "Achieving a Balance", should ensure that not only is the hospital career structure dragged from its Dickensian foundations, but also that more patients are treated directly by consultants and not by junior doctors in training.

The development of specialist medical care in district hospitals is dependent not on the presence of large numbers of UK-qualified registrars with few career prospects, but upon the continued expansion of the consultant grade. Before the implementation of "Achieving a Balance" this had not occurred, due not only to lack of Government funding but also to the reluctance of some of the consultant body to permit more of their juniors to share the benefits of consultancy both within and without the NHS.

May the Government be blamed for many of the ills that presently beset the NHS, but not this.

Yours faithfully, T. C. B. DEHN (Chairman, Oxford Regional Hospital Junior Staff Committee), I. M. R. LOWDON (past chairman, John Radcliffe Hospital, Headington, Oxford, December 3.

him and is co-operating fully with the historical commission that has been established. However, that commission is seen by many as a domestic concern, and no international forum exists which can give Dr Waldheim the fair hearing he seeks.

Yours faithfully, RICHARD DUNN, Managing Director, Thames Television plc, 306-316 Euston Road, NW1, December 2.

Coracles afloat
From Mr P. G. N. Badge
Sir, I refer to your photograph and article (December 1) describing the sad plight of the Towry coracles.

I have eight different coracles made by the rapidly dwindling band of British coracle-makers, including an excellent one by Raymond Rees of the Towry. It would be a total tragedy if these wonderfully versatile craft, which have been used in the British Isles since pre-Roman times, were to disappear. Surely there is a maritime or countryside preservation society who would be prepared to assist in the retention of this ancient way of life? Yours truly, P. G. N. BADGE, 119 Riverview Gardens, Barnes, SW13, December 2.

From Mr S. Gorley Putt
Sir, Your photograph of the threatened coracle netters provides a splendid illustration for Andrew Marvell's lines (from *Upon Appleton House*): And now the Salmon-Fishers moan Their Leathern Boats begin to hoist; And, like Antipodes in Shoes, Have shed their Heads in their Canoes.

How Tortoise-like, but not so slow, These rational Amphibians get! Yours faithfully, S. GORLEY PUTT, Christ's College, Cambridge, December 1.

Making best use of town planning

From Dr Richard Fordham

Sir, The Prince of Wales (report, December 2) is right in most important respects. In two he is not. He attacks the "planning system" for allowing the wrong sort of development: mindless profit maximisation. In fact the planning regulations serve to curb many of the uglier consequences of an untrammelled market.

Many local authorities now use the planning system in a more creative way. Through calculating the profitability of schemes it becomes possible for planners to show that, in specific cases, the developers can afford better design, better qualities of brick etc.

Previously developers have been able to "get whole towns in the family way, pay nothing towards maintenance and call it romance" in the Prince's colourful words. If planning gain, as it is called, is intelligently used by more authorities the planners will even less deserve the Prince's blame.

The Prince shows a keen awareness of aesthetics but not, in this speech, of the social priorities which are also involved in such development. Your correspondent Ronald Butt wrote (November 26) an excellent article urging the Government to develop a public-sector policy. At present the Government, in the person of the DoE, severely limits the use of planning gain by local authorities. Instead it should encourage its use, provided that it is suitably limited.

The planning system is essential to the realisation of the Prince's purpose. Through it, particularly in the context of planning gain, developers can be made to pay for good design and appropriate social provision while still making generous profits. Yours faithfully, RICHARD FORDHAM, Planning Gain Consultants, 1 Rupert House, Tisbury Court, W1, December 2.

From Mr Eric R. Bevington
Sir, On July 1, 1981, you published a letter from the then Chairman of the Executive, Town and Country Planning Association, which ended with these words:

... it remains the indispensable function of planning to settle the forms our behaviour should take.

A testing time

From Mr James Wood
Sir, For many years optometrists (ophthalmic opticians) were paid a pitiful examination fee by the Government and the private side of our practice subsidised the health service. This caused tremendous outcry that we were overcharging, which led to Government legislation two or three years ago allowing non-registered traders to supply spectacles.

We have hardly not used to this competition when again we are being told by the minister that competition should prevail and that we should in fact offer free sight tests and in some mysterious way still survive.

If the health service needs money, why should we bear the major burden? This would appear to be an iniquitous situation. The minister said that GPs would be able to detect glaucoma, a condition extremely hard to detect in the early stages and at the moment being monitored satisfactorily by optometrists.

The consequence of the changes will be the destruction of the optometric service in this country, especially in the rural areas. Individual practices will cease to exist for lack of resources. A peculiar way of improving primary health care. Yours faithfully, JAMES WOOD (National Chairman, Association of Optometrists, 1982-83), 137 High Street, Gosforth, Newcastle upon Tyne, Tyne and Wear, December 5.

Feeling for fish

From Mrs Jane Whitehead
Sir, I read (report, December 1) that a pensioner whose garden pond leaked while he was away on holiday had been fined £25 with £75 costs for abandoning his fish.

Is this really serious? If so, what about all those fish landed on trawlers left to gasp out their last? That's food, so it doesn't count, I suppose. Or all those fish dragged out of water with a hook embedded in their mouths by fishermen — but that is a pastime for the masses and is quite permissible. Or was the fine really imposed on account of the smell of rotting fish?

Yours sincerely, JANE WHITEHEAD, Merrydown Cottage, Stockland, Honiton, Devon.

Future tense

From Mr Mark Rowlinson
Sir, At this time each year we attend the school Christmas Fair. Last year I bought £1 worth of raffle tickets and won a bottle of cider. It presaged a year of new misses (in job applications, competitions, and even the "Port-folio").

Today I bought my £1 worth of tickets and won a bottle of wine. It was maderised ("woody"). What does this presage? Yours faithfully, MARK ROWLINSON, 6 Sylvan Avenue, Wiltshire, Cheshire, November 28.

On February 28, 1983, your first leader had the following quotation from Miles van der Rohe, architect of the abandoned City tower:

The individual is losing significance; his destiny is no longer what interests us. The decisive achievements in all fields are impersonal and their authors are for the most part unknown. They are the part of the trend of our time towards anonymity.

Yours faithfully, ERIC R. BEVINGTON, Holman's Cottage, Bisterne Close, Burley, Ringwood, Hampshire.

From Lady Starkey
Sir, The Prince of Wales has now stirred the debate on modernism in post-war architecture, which is soundly and usually arrogantly defended by the architects' lobby. I wonder how many of them see "heritage" as a retrograde step.

How many have noticed that the devastating war damage to certain European cities and towns has been so successfully replaced with traditional materials and form that they are now world-class tourist attractions.

I suppose that their gentle modernism can still sustain a full commercial existence. Yours faithfully, VICTORIA STARKEY, Norwood Park, Southwell, Nottinghamshire, December 2.

ON THIS DAY
DECEMBER 8 1941
In the Japanese air attack on Pearl Harbor 19 ships were sunk or damaged. Other air strikes were made on Manila, Shanghai, Hongkong, Malaya and Thailand

JAPAN AT WAR WITH U.S. AND BRITAIN

The Japanese, without any formal declaration of war, yesterday attacked the American bases in the Pacific. Later, the Japanese High Command announced that from dawn Japan was in a state of war with Great Britain and the United States in the Western Pacific. A British gunboat has been sunk at Shanghai.

A MESSAGE TO CONGRESS

From Our Own Correspondent

WASHINGTON, Dec 7
President Roosevelt, after meetings specially summoned with his Cabinet and the leaders of the Senate and the House, was at work to-night on a Message to Congress to-morrow which will undoubtedly ask for a declaration of war with Japan. I am informed that the American Government would not be surprised if declarations of war against the United States were received to-night from Germany and Italy, in which case the Presidential Message would be amended to include these countries.

The position of Japan is considered here to be one of peculiar infamy for the reason that Admiral Nomura, the Ambassador, and Mr. Kurosu, the Special Envoy, were actually closeted with the Secretary of State, Mr. Cordell Hull, when the tidings of the attack on Hawaii and Manila were received. They had brought what purported to be a reply to Mr. Hull's declaration of November 26, and when he had read it Mr. Hull turned to them and, after reminding them of the candour and truth with which he had conducted the negotiations for the past nine months, went on:

In all my 50 years of public service I have never seen a document [the Japanese reply] that was more crowded with infamous falsehoods and distortions than the one that I never imagined until to-day that any Government on this planet was capable of uttering them.

JAPANESE "AFTOUNDED"
Admiral Nomura and Mr. Kurosu are described as "astounded" by to-day's events and were sitting glumly in a room of the Japanese Embassy while a crowd gathered outside. The doors of the building were locked after their return, and chimney smoke indicated that secret papers were being burned.

Japanese aeroplanes had already begun their bombing attacks when the two Envoys this morning risked a meeting with the Secretary. It is from the White House that news has been given out, and either from that source or by wireless brief bulletins have followed steadily. Not until 5.15 was it announced that Japan had declared war. Orders for the immediate application of all measures prepared and for the seizure of all Japanese suspects have been issued, and one of the first instructions at the White House was the exclusion of Tokyo newsmen. Whether they will be placed under arrest will be decided by authorities of justice.

Members of Congress were stunned by the suddenness of the Japanese action but there has been a chorus of assertion that the President's message when it comes will immediately be acted on. Even isolationists move with this current of strong feeling, as statements from Senator Vandenberg (who is in Washington) and Senator Wheeler (who is not) indicate.

THE ARTS

Mystery in the gypsies' tale

In 1968 an Act of Parliament obliged local authorities to provide permanent sites for gypsies, a requirement which has inevitably caused dissent in conservative communities.

This may be seen as the primordial antagonism of settler and nomad, but one does wonder why self-styled travelling people should want to settle down anyway, when they seem to cling so fiercely to their status of semi-citizen.

Open Space (BBC2) did not answer this question — nor, indeed, many other questions.

Seeking to indict a county council in South Wales for failing to supply a small gypsy bivouac with basic amenities, it canvassed a token Mrs Local on the topic of the gypsies' alleged smell, and also consulted a "freelance environmental health officer" (i.e. a ghb hippy).

TELEVISION

To the Welsh, personal and domestic cleanliness is just this side of sanctity, and the contrast between the scrubbed interior of the tinkers' caravans and the chicken-chasing rats outside was useful material that went begging.

The problem was that the children looked too spruce and hale for the programme's avowed plea; while its subtitle, *The Forgotten People*, was accurate only insofar as the leading family have not been interviewed on camera since a Brass Tacks report on them in 1978.

Nine years is a long time in documentaries, and an extract from the earlier work pointed up exactly the qualities of focus and information that this effort so woefully lacked.

The Elvenhough Hour (Channel 4) proffered the first of two on the state of "art videos" in Europe.

This dubious alliance of conceptual art and experimental theatre served to remind the viewer that the only advance since the days of "underground" movies has been in the field of technical wizardry.

Cannibalizing television, they are in turn plagiarized by television commercials, which may be some kind of left-handed compliment. Their thematic obsession with the peace movement is merely pathetic.

Martin Cropper

● The BBC is to host a four-day Birtwistle Festival, "Endless Parade" at the Barbican in January. The composer's large-scale works will be heard in concert, along with talks, films, and a chance to hear Birtwistle himself in conversation with John Drummond, controller of Radio 3. The festival opens with Act II of *The Mask of Orpheus* on January 10.

Scottish artists have come in from the cold and are taking London by storm, John Russell Taylor writes



"Odalisque" (1913) by Eric Robinson



"Tracquir House" (1938) by James McIntosh Patrick



"The Temple of Dreams" (1909) by Eric Robinson

Though there is perhaps just a touch of paranoia (especially today) in Scottish complaints that Scottish art is undervalued and ignored south of the border, it remains undeniable that there are the most extraordinary lacunae in London's knowledge of or apparently interest in anything artistic happening beyond the Tweed.

The Royal Academy's *British Art in the Twentieth Century* show earlier this year fell farthest short of the ideal in its extraordinarily shabby treatment of Scottish art (virtually no major figure, of whatever generation, was represented), and it has not yet ceased to rankle that the Scottish Arts Council's eye-opening show *Colour, Rhythm and Dance* (1985-86), about J.D. Fergusson and his circle in avant-garde Paris, while gaining an exhibition in Avignon, could find no venue in this country farther south than Glasgow.

At the moment some small and belated amends are being made. James Cowie, whose meticulously impassioned figure compositions of the Thirties were one of the most glaring omissions from the RA exhibition, is receiving what seems to be his first-ever one-man show at Bourne Fine Art in Mason's Yard, St James's, until December 18.

It is a small and unpretentious

show, but it does manage in a modest compass to give a very fair idea of his range and quality. It contains portrait studies, landscape drawings, one or two rather humorous pieces (in Cowie's case humour and exaltation were not incompatible), pages from an early Thirties sketchbook which show, unexpectedly, a taste for Fauve colouring which brings him for a moment within hailing distance of Fergusson, and one or two of his faintly surrealistic later pictures with their elaborate mixing of illusion and reality, the solid form and the mirror-image.

For him, as for Ruskin and the Pre-Raphaelites, the way to salvation is through minute particularity, but his most fiddly details are subsumed in a larger vision, giving one often the vivid sensation of seeing through the accidents of everyday reality to the mystic essence of things.

Eric Robertson, whose work is on show at the Piccadilly Gallery until December 24 and then January 4-15, was almost an exact

Eric Robertson
Piccadilly

James McIntosh
Patrick
Fine Art Society

contemporary of Cowie, born in 1887 and so just a year younger. But one could hardly imagine a bigger temperamental contrast.

Robertson was the centre of a group in Edinburgh just before the First World War, which also included his wife Cecile Walton and their close friend Dorothy Johnstone, and had vaguely Symbolist leanings.

He seems to have been personally something of an exhibitionist, making the complicated romantic gyrations of his private life an

James Cowie
Bourne Fine Art

The Vigorous
Line
Turberville Smith

ashamedly public in order, presumably, to shock the good burghers of Edinburgh. Which he did to such effect that his local fame in the early Twenties was astonishing. But then his marriage broke up, he moved to Liverpool, and soon sank into obscurity.

James McIntosh Patrick is a younger and more conservative painter than either Cowie or Robertson: indeed, he is still very much among us, and the show of his work at the Fine Art Society until December 18 celebrates his 80th birthday. He proves to have

that mysterious, but to an artist very valuable, quality of managing quite unconsciously to be in the right place at the right time.

The paintings in the show, dating back over the last 60 years, show an amazing stylistic consistency, not precluding a certain amount of slow and natural development, and allow us to reconstruct his career curve very precisely.

But holding to one's own line here pays remarkable dividends, for they now suddenly look very current and fashionable again: if we saw a painting like "The Tay Bridge from My Studio Window" (1948) in an up-market contemporary gallery we would not be a bit surprised, except, no doubt, by its truly dazzling quality.

Elsewhere the vision, especially of winter scenes with leafless branches silhouetted against the snow or the sky, seems sometimes to recall that of Rowland Hilder, but with more substance and less purely decorative effect: a picture like "Tracquir House" (1938) has all the documentary quality of a

topographical drawing and at the same time the command of light and atmosphere we might hope for in a piece of art for art's sake.

If we are in any doubt about whether the old skills still survive in today's swinging Scotland, we can hardly do better than resort to Turberville Smith's furniture showroom on Hay Hill, where until December 18 there is a sort of follow-up to the new Scottish art show they hosted earlier in the year, this time devoted to drawings and entitled *The Vigorous Line*.

Clearly the younger Scottish painters need fear no comparison with their elders on the score of draughtsmanship. Some of the new familiar figures, such as Peter Howson and Ken Currie, feature with strongly characteristic work. But it is especially pleasing to make or extend acquaintance with the work of younger and/or as yet more obscure companions.

Artists such as Stephen Conroy, whose works on paper are more paintings than drawings but hauntingly effective nonetheless, or Joseph Urie, who evokes scenes of primeval (or foggy future) life with powerful effect, or Keith McIntyre, whose most representative work is pervaded by a powerful sense of abstract design, or Dorothy Black, who draws in a sort of neo-Secession style, with a glowing and economical use of colour which is all her own.

A Highland fling

GALLERIES

Eric Robertson
Piccadilly

James McIntosh
Patrick
Fine Art Society

contemporary of Cowie, born in 1887 and so just a year younger. But one could hardly imagine a bigger temperamental contrast.

Robertson was the centre of a group in Edinburgh just before the First World War, which also included his wife Cecile Walton and their close friend Dorothy Johnstone, and had vaguely Symbolist leanings.

He seems to have been personally something of an exhibitionist, making the complicated romantic gyrations of his private life an

James Cowie
Bourne Fine Art

The Vigorous
Line
Turberville Smith

ashamedly public in order, presumably, to shock the good burghers of Edinburgh. Which he did to such effect that his local fame in the early Twenties was astonishing. But then his marriage broke up, he moved to Liverpool, and soon sank into obscurity.

James McIntosh Patrick is a younger and more conservative painter than either Cowie or Robertson: indeed, he is still very much among us, and the show of his work at the Fine Art Society until December 18 celebrates his 80th birthday. He proves to have

that mysterious, but to an artist very valuable, quality of managing quite unconsciously to be in the right place at the right time.

The paintings in the show, dating back over the last 60 years, show an amazing stylistic consistency, not precluding a certain amount of slow and natural development, and allow us to reconstruct his career curve very precisely.

But holding to one's own line here pays remarkable dividends, for they now suddenly look very current and fashionable again: if we saw a painting like "The Tay Bridge from My Studio Window" (1948) in an up-market contemporary gallery we would not be a bit surprised, except, no doubt, by its truly dazzling quality.

Elsewhere the vision, especially of winter scenes with leafless branches silhouetted against the snow or the sky, seems sometimes to recall that of Rowland Hilder, but with more substance and less purely decorative effect: a picture like "Tracquir House" (1938) has all the documentary quality of a

topographical drawing and at the same time the command of light and atmosphere we might hope for in a piece of art for art's sake.

If we are in any doubt about whether the old skills still survive in today's swinging Scotland, we can hardly do better than resort to Turberville Smith's furniture showroom on Hay Hill, where until December 18 there is a sort of follow-up to the new Scottish art show they hosted earlier in the year, this time devoted to drawings and entitled *The Vigorous Line*.

Clearly the younger Scottish painters need fear no comparison with their elders on the score of draughtsmanship. Some of the new familiar figures, such as Peter Howson and Ken Currie, feature with strongly characteristic work. But it is especially pleasing to make or extend acquaintance with the work of younger and/or as yet more obscure companions.

Artists such as Stephen Conroy, whose works on paper are more paintings than drawings but hauntingly effective nonetheless, or Joseph Urie, who evokes scenes of primeval (or foggy future) life with powerful effect, or Keith McIntyre, whose most representative work is pervaded by a powerful sense of abstract design, or Dorothy Black, who draws in a sort of neo-Secession style, with a glowing and economical use of colour which is all her own.

Putting love on the line

Michael Attenborough talks about
Tom Kempinski's *Separations*,
which today transfers from
Hampstead, where Attenborough is
artistic director, to the Comedy



Attenborough: "I like directing the ins and outs of dialogue, the nitty gritty of relationships"

As the "of a film director, Michael Attenborough should know" about telephones. It is now calculated that major film executives spend two thirds of their time on their phones; they used to be as good as their last movie, now they're as good as their last phone call.

A man's standing used to depend on whether he gave "good phone"; now it depends upon how unavailable he is. One super-producer doesn't even take calls from people returning his calls.

Whether Michael Attenborough cut his teeth on an in-car cordless I do not know, but he has elected to direct a play, *Separations*, by Tom Kempinski, which might well be called, in the grand Hollywood tradition of sequels, *Duet for Phone*.

David Suchet is a London

playwright who one day receives a call from a New York based actress (Saskia Reeves) asking if she can have the rights to act in an off-Broadway production of his already successful play. He agrees and continues to give her prolonged help with rehearsals over the phone.

The long hours spent whispering down the horn lead to their eventual love affair, or what might be called here a wire-affair, Oscar Wilde had it right: the phone is

useless for anything but the most intimate conversation.

"The other thing a telephone is good for, theatrically speaking," says Attenborough, "is it provides a unique way of displaying a sub-text. A character can be saying one thing but doing another."

"At the end of Act One, she has to tell him the good news of having the coming first performance, but the bad news that this means she will not be able to come to England and see him."

"You can see her excited by telling him the good news, but he cannot see her becoming tense over the bad, whereas the audience can. And, of course, when they finally do meet, you realize what an enormous prop the phone has been to them. They have exposed everything to each other on the phone, so that when they meet it's a kind of agony. He wants to go and breathe into a paper bag."

Before the play opened at Hampstead, they were all being somewhat coy about the fact that both the characters are disabled. Chronically agoraphobic, the playwright spends his time over-eating in his bed-sit, while the actress has contracted a disease which leaves her partially crippled.

Despite the recent successes of such plays as *Children of a Lesser God* (deafness) and indeed Kempinski's own *Duet for One* (multiple sclerosis), Attenborough didn't want the character's problems widely broadcast.

Of possible alternatives, the choral version of "their sound is gone out" was chosen, and the soprano setting of "How beautiful are the feet," which found Margaret Price voicing a beauty of tone that was hers to command at every entry she made.

She added modest but finely judged embellishment to the vocal line with enchanting effect, whereas her alto colleague, Anne Gjevang, was a good deal more matter of fact in phrasing and had a curiously individual vibrato that verged on the tremulous.

Keith Lewis put his clarinet tenor to vivid purpose, not least in "Thou shalt break them," and John Tomlinson's burnished bass was strongly sustained.

Time pressed in an uncut performance, and, having heard the soprano radiantly assured that her Redeemer liveth, I had to leave the praise and glory to those who remained.

Noel Goodwin

"Firstly people come with their own pre-conceptions about that sort of thing. Secondly we did want it to come as something of a surprise, since it is not immediately apparent that they are disabled. Thirdly, we didn't want to plug too heavily the autobiographical element."

As *Duet for One* revealed, Kempinski is not a man afraid to parade his sicknesses in his writings. He does indeed spend most of his time indoors, although Attenborough says that he did grit his teeth occasionally and come to a rehearsal.

Indeed this fortitude in the face of adversity is what the

"Kempinski peels away the layers of the onion. There is an honesty and nakedness of feeling"

play is largely about; the myriad ways by which we make shift with what life has given us. And the affair with an American actress did indeed come about because of an off Broadway production of *Duet for One*.

"He is in many ways a very unEnglish writer," says Attenborough, "in that he is intent on peeling away the layers of the onion. There is an honesty and nakedness of feeling, which isn't exactly in the tradition of Stoppard or Frayn. The Americans do it much more of course, but they generally get sentimental."

"It is what I like directing. I like the ins and outs of dialogue, the nitty gritty of relationships, rather than the big battles. I like the little battles."

Chris Peachment

Revelatory clarity and grace

CONCERTS

Alfred Brendel
Festival Hall

Schubert's piano music has always had its sympathetic interpreters, but for the present generation of concert-goers one pianist has surely done more than any other to reveal its rich intellectual possibilities, as distinct from its profuse lyrical beauties. He is Alfred Brendel, who has just embarked on a four-concert Schubert cycle at the Festival Hall.

The marriage of Brendel's tense pianism to Schubert's

Bernard Roberts
Wigmore Hall

More volatile talents may fizz in and fizzle out, but the indefatigable Bernard Roberts is as dependable a guide through the mainstream piano repertoire as ever.

On Saturday he concluded a Wigmore Hall series of three concerts, each of which has included works by Mozart, Schubert and Debussy.

His technique is obviously still in robust health, despite the evidence of some minor prangs in Mozart's Sonatas in D, K576 (which was otherwise played with unusually clear delineation).

He rose to the challenge of Debussy's *Etudes*, if not with virtuoso dexterity, then with a seasoned resourcefulness that flattered only in his splashy account of No. 5.

The "sonorous opacities" of No. 10 were developed dramatically, the traditionally flashy skinn through the thumb-less No. 6 was chewed in favour of a grinner

generally expansive structures is revelatory, precisely because they are complementary opposites. The recurring quality in Schubert that so infuriated Mahler ("each repetition is already a lie") is, in Brendel's hands, no repetition at all, because he probes the changing harmonic implications so imaginatively.

Where Schubert's chording appears opaque, Brendel — with his muscular, bouncy articulation — brings a scarcely credible clarity and grace. He can, when he chooses, produce cantabile tones like a pearl.

But sensual beauty, as an end in itself, is not an altar at which Brendel worships; even approach, and elsewhere Roberts revelled in large contrasts and weighty climaxes.

But where Debussy calls for delicacy or fantasy in the playing, as in No. 2's chains of shimmering thirds, Roberts often fell short. Moreover, No. 7 needs subtler distinction between foreground and background if its chromatic complexities are to be fully characterized.

Robert's conception of Schubert's Sonatas in B flat, D960, was nothing if not epic around 30 minutes for the first two movements alone. There were other Wagnerian aspects: pedalling that made the themes seem to appear as if like the Dutchman's ship out of a rolling sea mist, a way of signposting harmonic nuances that sometimes gave them a leitmotiv portentousness that Schubert's essentially lyrical art does not really support.

He also took an unusually leisurely view of the Scherzo: it would not have set many pulses racing, but it did allow time for effective dynamic shading.

He also took an unusually leisurely view of the Scherzo: it would not have set many pulses racing, but it did allow time for effective dynamic shading.

He also took an unusually leisurely view of the Scherzo: it would not have set many pulses racing, but it did allow time for effective dynamic shading.

in Schubert's most relaxed melodic passages he instilled a sense of quest.

One expected the "Wanderer" Fantasy to be this recital's high point. It was agitated to the point of nervousness, with a wonderful build-up of aggression towards the final fugue. But still more memorable was Brendel's deeply considered handling of two comparatively rarely performed sonatas, the minimalist C major, D 840, and the A minor, D 784.

The former does bear comparison with the "Unfinished" Symphony: it, too, has a deceptively tranquil union opening, bass descents that plunge into dark ambiguous realms.

Brendel's treatment of the

LPO/Solti
Festival Hall

Sir Georg Solti may not be the first conductor one would associate with *Messiah*, but he recorded it a couple of years back and virtues similar to that performance were in evidence with the London Philharmonic on Sunday night.

He again made use of the 1965 edition by John Tobin, with a medium-size orchestra of strings and minimum wind instruments, and the London Philharmonic Choir confined to about 100 voices, placed close behind the orchestra.

Among the varied styles of Handel performance remarked on by Hilary Finch after a very different *Messiah* here last week, this had strong virtues of consistency in its combination of almost blithe spirit and expressive tension.

Textures were kept light and airy, rhythms were crisp and neatly poised, dynamics could reflect marked contrasts of weight and shading.

Certainly the key to the

crucial pivotal moments, when the music seems poised to go in half-a-dozen different directions, epitomized his concern with the sonata's underlying cogency.

In the A minor Sonata he emphasized sombre autumnal aspects: the sudden, unreconciled contrast in mood, the slow movement's enigmatic trills, the almost heroic desperation of some passages.

Both here and in his pensive performance of the six *Moments Musicaux*, it was possible to imagine far less complicated interpretations that would be equally valid. But Brendel's Schubert is a rare stimulus to the mind as well as the senses.

Richard Morrison

performance was in the admirable chorus singing.

Of possible alternatives, the choral version of "their sound is gone out" was chosen, and the soprano setting of "How beautiful are the feet," which found Margaret Price voicing a beauty of tone that was hers to command at every entry she made.

She added modest but finely judged embellishment to the vocal line with enchanting effect, whereas her alto colleague, Anne Gjevang, was a good deal more matter of fact in phrasing and had a curiously individual vibrato that verged on the tremulous.

Keith Lewis put his clarinet tenor to vivid purpose, not least in "Thou shalt break them," and John Tomlinson's burnished bass was strongly sustained.

Time pressed in an uncut performance, and, having heard the soprano radiantly assured that her Redeemer liveth, I had to leave the praise and glory to those who remained.

Noel Goodwin

A NEW RSC MUSICAL!

Stephen King's best selling book and film is now a spectacular Stratford musical.

Carrie

A Cinderella story with a difference...

Music by Michael Gore
Lyrics by Dean Pitchford
Book by Lawrence D Cohen
Directed by Terry Hands
Choreography by Debbie Allen
The Friedrich Kurr/RSC production

BARBARA COOK LINZ HATELEY

13 February - 5 March 1988
Only in Stratford-upon-Avon
Opens Broadway late April 1988

RSC Royal Shakespeare Theatre
Stratford-upon-Avon
0789 295623

COLD COMFORT

It's all very well just to feel sorry for the old and needy. Kind thoughts work warm cold rooms or comfort the lonely. We know. We have been looking after old people and helping them to stay in their own homes for over eighty years. Every penny helps when it can mean the difference between intolerable discomfort and happy independence.

Please be a friend and send a donation — today. You can be sure it will be used efficiently to provide for the old and forgotten, wherever they are. Friends of the Elderly can only cope with a fraction of these sad cases. With your help we can do so much more to make old age a happy and dignified time — but we urgently need the funds.

Please send donations to:
The General Secretary,
Friends of the Elderly (Dept. T),
42 Ebury Street,
LONDON SW1W 0LZ.
Registered charity number: 226064

FRIENDS OF THE ELDERLY

We also run eleven residential homes for the elderly.

TUESDAY PAGE

A letter to Gorbachov

Backed by a plea for freedom from their nine-year-old daughter, the Shapiros of Leningrad applied last night for an exit visa, to be met by official silence.

Christopher Walker and Andrew Lycett report

Next week Lev and Leah Shapiro will celebrate the bar mitzvah of their son Yisrael in Leningrad. It will be a quiet affair, held because of Lev's alleged anti-Soviet activities, without the benefit of a rabbi. Their hopes of enjoying the coming-of-age ceremony in Israel appeared to die last night, when permission to emigrate was neither given nor withheld — merely recognized by OVIR, the Soviet visa office.

But in her north London home, Mrs Ilana Mocatta will never give up hope. To deny a young boy his bar mitzvah is "like genocide, like killing a nation", she says. Her own son Michael, the same age as Israel, celebrated his in Israel in August — an occasion at which the two families were linked in a remarkable manner.

The Shapiros have been living in a state of limbo since 1977, when their first application to leave for a new life in Israel was turned down. A former electronics engineer, Lev Shapiro worked in the research department of a Radio-Electronics Institute in Leningrad until 1970, but now

'We are just pawns in a bargaining game for the Kremlin's image'

Lev Shapiro

works as a hand-in-mouth existence, as a jobbing electrician. He was caught in the so-called "secrecy trap", having been in possession of alleged state secrets prior to 1970, which the authorities insist prevent him being allowed to go abroad.

"At the time of this and every summit, I get hope because there is always a chance that our application will at last be successful," he explained, sitting in the family's cramped but homely flat overlooking Leningrad's historic Kamal Griboyedova Street. "Their decision is entirely arbitrary and we are just pawns in a bargaining game for the Kremlin's image. 'People who live abroad should not be fooled into thinking that glasnost has affected any fundamental change in the Soviet system. It is simply a cosmetic change that has been introduced for a concrete purpose.'"

The Shapiros are a middle-aged and peaceable couple whose wish for a new life in the Holy Land is manifested by the El Al calendar on their wall, the clandestine Hebrew lessons which both attend and the bottle of Carmel rose from Israel which they keep to toast special visitors.

The first refusal in 1977 came in the year that both Mr Shapiro's parents were given their exit permits and left to set up a new home in the Tel Aviv suburb of Rishon LeZion. A year later, Naomi, the second of the Shapiros' two children was born and has since proved a potent (but so far unsuccessful) weapon in their efforts to secure their rights.

The Shapiros were impressed by the initial new image presented by Mikhail Gorbachov, and in April of this year, Naomi took up pen and paper, and with only a little prompting from her father, wrote a handwritten letter in Russian to the Soviet leader. (The letter is translated above.)

"Although there are signs that the letter was safely delivered, it did not have the desired effect. Neither, despite the obvious publicity value for the Kremlin, did a second three months later.

"I really had hoped that he would answer and that they would relent when they saw it was a very human case of me wanting to see my grandparents," Naomi said. "Although I have never been there, for me Israel is my homeland and I am still hopeful that one day I will be able to go there to live."

In November, 1984, Lev Shapiro was one of several refuseniks featured on Soviet television in an unsavoury propaganda film called *Hirelings and Accomplices* in which he was accused of betraying the Soviet Union

and carrying out black market dealings with goods smuggled in by westerners. Later, when the programme was repeated, his name and address were flashed on the screen and his son Israel, 10 years old at the time, was subjected to violent harassment at his Leningrad school, where he was labelled as "the son of a spy".

Although the school has a rule that brothers and sisters of existing pupils will be given preference for places, Naomi was refused admission. "The manager said: 'If your name was Ivanov, there would not be any problem, but as for Shapiro, the answer is no'," Lev Shapiro explained.

In London, Mrs Mocatta, wife of a wealthy insurance director, was determined that her son Michael's bar mitzvah in August should be different and "meaningful". She wanted the Jewish ceremony marking his coming to manhood twinned with another young boy's in a country like Russia, where outward manifestations of their religion were not encouraged.

She contacted the National Council for Soviet Jewry for someone who fitted the bill. She asked that his name should have some connection with her own family. Her father's aunt was called Shapiro — and the link with Leningrad was established.

During the summer Ilana Mocatta wrote several times to the Shapiros, but, perhaps predictably, there was no reply. At Michael's bar mitzvah in St John's Wood on August 22, she drew on the Jewish Passover tradition and left an empty place for Israel — to symbolize, as she puts it, "the inability of the Shapiro family freely to celebrate their own son's bar mitzvah in the country of their choice".

Fired now by her cause, Mrs Mocatta decided to phone Israel Shapiro's elderly grandparents who had emigrated to Israel a decade earlier. Michael was having a supplementary bar mitzvah celebration in Israel (where the Mocattas have a home) 10 days later. She asked the grandparents to come. They were unenthusiastic, fearing, it appears, a KGB put-on.

The day after the Mocattas arrived in Israel, chance again lent a hand. Leafing through a copy of *The Jerusalem Post*, they lighted upon a short story about Naomi Shapiro's letter to Gorbachov. Also included was a telephone number in Leningrad where the Shapiros could be reached. Michael's mother spoke to Lev, who told her he had not given up hope of obtaining an exit visa which would allow him to celebrate Israel's bar mitzvah in Israel.

The party in the seaside resort of Herzlia was in full swing when there was a sudden hush: the Shapiro grandparents had unexpectedly arrived. They said they had decided to come to celebrate Michael's bar mitzvah as if it were their own grandson's. "It was uncanny," recalls Mrs Mocatta. "Many of our guests wept openly. Even my husband, who is very English, was very moved."

Michael also subsequently talked to Israel. "I didn't ask him too much about his own situation," he says. "I tried to give him hope. I talked about plans for his bar mitzvah, about my own, and about meeting his grandparents."

Ilana Mocatta is now committed to helping the Shapiros, whose name was on a list handed by Foreign Secretary Sir Geoffrey Howe to his Soviet counterpart, Eduard Shevardnadze at Brize Norton yesterday.

"Many of my friends abroad ask why, if they not let you go so much, why they not let you go?" Shapiro said. "I have to tell them it is because they need us to bargain with. We are useful, especially before summit meetings when they are trying to sweeten the atmosphere."

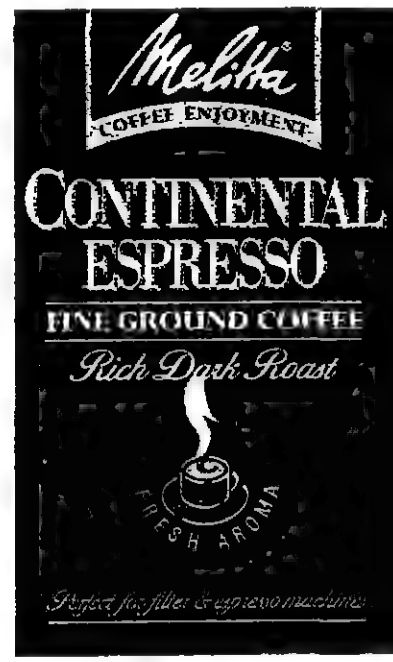


Moscow, Russia
The General Secretary Gorbachov M.S.
Dear Mikhail Sergeevich!
My name is Naomi Shapiro and I shall be nine years old soon. My grandparents are very old, my grandpa is 85 years old and grandpa is 70 years old. But I have never seen them and miss them very much. They live in Israel but we are not allowed to go there. We are told that 17 years ago, eight years before I was born, my father knew some state secrets. But I don't know any secrets. Why cannot I go to see them, even for a short time? Is it really true that it is so dangerous for the USSR if we live in Israel together?
I heard that you are a very kind grandfather and love all the children. You also have a granddaughter and you play and spend a lot of time with her. And I sometimes even see my grandparents. I saw them only on pictures. They are not well and I am so eager to hug and to kiss them.
Please help me! I beg you!

April 8, 1987 Naomi Shapiro
Kamal Griboyedova 80, Apt 18 Leningrad 19008 Our telephone: 814-70-77

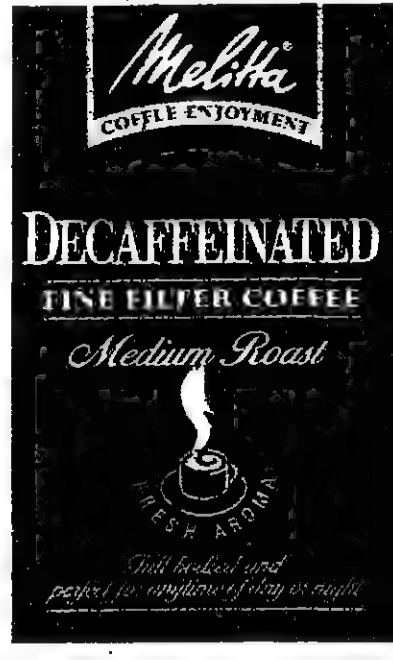
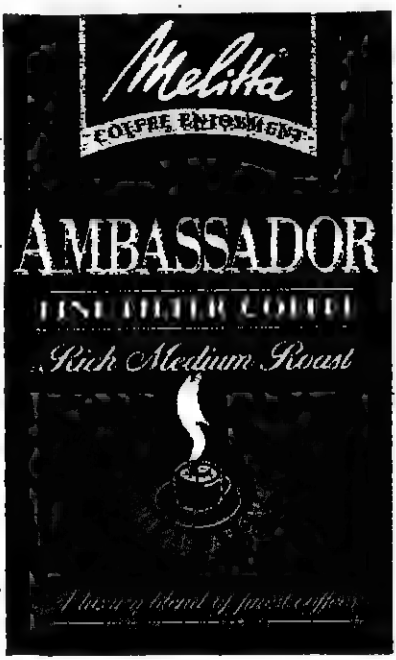


Left, the (translated) letter from Naomi (above, with her brother Yisrael); right, Ilana Mocatta and sons David and Michael



The perfect Christmas roast

from Melitta, the Coffee Specialists. Four fine




blends of expertly roasted Arabica beans, for a

traditionally smooth taste on every occasion.



They're now available, along with our unique filter bags, in stylish new packs.



20p OFF

TO THE CUSTOMER.
This coupon can be used in part payment against any pack of Melitta's Original, Continental Espresso, Ambassador or Decaffeinated filter fine coffees or packs of Melitta filter bags. Your retailer is not empowered to redeem this coupon against any other purchase. Only one coupon per purchase.

TO THE RETAILER.
Melitta Ltd will redeem this coupon at its face value provided that it has been taken ONLY in part payment for a pack of Melitta coffee or Melitta filter bags. Melitta Ltd reserve the right to refuse payment against misredeemed coupons. Send this coupon to Melitta Coupon Redemption Centre, Department 853 (NCH), Corby, Northants, NN17 1NN.

IMPROPER USE OF THIS COUPON COULD CONSTITUTE FRAUD

We're sure you'll appreciate the small change. Melitta. The ultimate in coffee enjoyment.

THE WORLD'S MOST LUXURIOUS INVESTMENT.

FROM THE GROSVENOR CANADA COLLECTION.



This winter, Harrods suggest you put your money into fur. The Fully Stranded Raccoon Coat is sporty, sleek and hardwearing. And it sells at the rather attractive price of £2,995. The Raccoon Stroller, not shown, is just £1,995. These are just two examples from the outstanding collection of furs from Grosvenor Canada, which are exclusive to Harrods. So if you'd like to indulge in a little luxury, visit our Fur Salon. First floor.

Harrods, Knightsbridge SW1. Telephone 01-730 1234.

Harrods
KNIGHTSBRIDGE

FASHION by Liz Smith

Architect of new classics

Gianfranco Ferré believes in
the principles of functional
design for women — and men

When the Italian designer Gianfranco Ferré thinks of London, it is a monochrome city that comes to mind. A thumbnail sketch selects a perspective of black iron railings and white stonework, with the deep red of brickwork added for tone. To people it he describes a skinny young man wearing a long coat, probably secondhand, he says, over white shirt, black jeans and heavy black shoes.

The architectural image comes first with Ferré. Clothes are perceived and admired for their proportion and purity of

line. He trained as an architect, and in his vocabulary as much as his work this early discipline in design shows. Such restraints in style as he observes in London obviously impress him.

"London is a key point in the world of fashion. There is an inbred eccentricity which allows traditional clothes to be worn in original and completely modern proportions," he says.

Ferré was in London for the weekend, and to attend the royal

premiere last night of Herbert Ross's film *Dancers*, in aid of the NSPCC and St Mary's Save the Baby Fund. In the film, Mikhail Baryshnikov wears Ferré's splendidly-scaled leather blouses and casual clothes when not in his ballet tights, dancing the part of Albrecht in *Giselle*.

Architectural references pepper any conversation with Ferré. You can understand why *WWD*, the fashion trade's journal, dubs him the Frank Lloyd Wright of the business. A plan is drawn for each Ferré collection, which now extends to an *alta moda* line shown during couture week in Rome, as well as his ready-to-wear collections for women and men, his Oaks sportswear line, accessories, fragrances, jeans. The £160-million international Ferré empire, based in Milan, has been built on careful foundations, "from the basement up", he says.

His classic ideals express an architect's aesthetic. Before setting up his own fashion

house in October 1978 in partnership with Franco Mattioli, an Italian manufacturer, Ferré first sought out the highest quality in construction and cloth for the functional, classic clothes that he felt women wanted to wear. "No body was providing women then with a simple short flannel skirt or a pair of navy silk crepe de Chine pants," he remembers. "That was the basis of my collection, and I never forget that. Even today when more fantasy is needed in fashion, I have that background of tradition."

Gianfranco Ferré Uomo, launched in January 1982, is constructed on the same principles of functional design.

This twinkling teddy-bear of a man sees the customer for his clothes as a man who appreciates traditional cloth and a classic line. Just as he rejects tucks and padding to shape a shoulder-line in his couture collection for women, preferring to seek a new way of constructing a silhouette, so he uses new tailoring techniques to create a more relaxed, expansive shape for men. Ferré is launching a brand new line in September 1988: Studio 0001 promises to preserve the best-loved classics from season to season, for men as well as women.

Dressed in a jacket in black and white houndstooth cashmere tweed ("a serious kind of check, but I love more colourful tartans too"), he tugs at his own shirt cuffs to explain the traditional background that informs all his menswear design. "My father always said a sports shirt only has a simple buttoned cuff. Under a suit you may wear a narrower cuff that can be linked. The man who wears Ferré clothes recognizes all this."

With his white shirt and grey flannel trousers, which take the place of jeans in his life ("I have 20 pairs for winter, 18 pairs in summer-weight"), he sports a beige sweatshirt in silky cashmere faced with white cotton. This is the sort of understated luxury the Ferré man understands.



Traditional clothes... worn in original proportions

Gianfranco Ferré



Above: Alessandro Molin, touring as principal dancer with London Festival Ballet, wears Gianfranco Ferré's tobacco brown padded poplin bomber jacket, £259. Gianfranco Ferré, 80 Brompton Road, SW1. Printed mohair scarf, £39.50, Liberty, Regent Street, W1

Photograph by JOHN ROGERS

PEOPLE

Ballet boys



Mikhail Baryshnikov (left) may choose to wear Gianfranco Ferré's comfortably proportioned leather and tweed jackets in real life and on screen (see above), but in the American Ballet Theatre's new production of *Le Giselle* Parisienne Baryshnikov will be wearing his energetic, athletic and ribbed leotards instead.

involved much cross-crossing of the Atlantic. Lacroix has been in New York to attend rehearsals and look at archive pictures of Léonide Massine's earlier production. Fittings have had to take place in Los Angeles.

Baryshnikov and Barbara Matera (she is making the costumes in New York) have made the trip to Lacroix's ateliers in Paris to approve the choice of tulle, organza, velvet and tulle for the Toulon Lacroix-inspired designs, and for Baryshnikov to have his Apollonian muscles encased inside Lacroix's jazzy hand-painted striped ballet tights.

The next best

London last week was introduced to "The Best" awards, sponsored by both the French and Italian Fashion Federations. The 20 most elegant men and women in the world, 10 of each, are picked each year by an international committee chaired by Rome's glossiest fashion promoter, Massimo Gargia. At a very soigné dinner held at the Halkyon Hotel, past award-

winner Princess Irm von Fürstenberg and Princess Beatrix of Sweden were on hand to demonstrate the sort of haute chic that the judges seek. But neither Signor Gargia nor his magazine, *The Best*, revealed whether any of the guests, who included couturier Hardy Amies, fashion designer Georgina Godley, Koo Stark and Lolita Aitken, are contenders for the next awards to be announced in Paris in January.

Shoe show

No old shoe, however down-at-heel, escapes the attention of Dominique Bordenave. To this French sculptor a well-worn toe-cap can be crushed and twisted into a clew's knot, the shoe's tongue plucked up through the lacing to form a nose. An exhibition of faces created out of reshaped footwear, sponsored by the Charles Jourdan Foundation, opens at the Mall Galleries on Thursday, until Sunday, 10am to 5pm.



More French elegance for less French Francs.

Why not enjoy the discreet elegance of the Marriott Prince de Galles Hotel, on Avenue George V this winter.

With our seasonal rates* you can spend a luxurious night in Paris for just £84 per room per night at weekends (Friday-Sunday) or £109 per room per night during the week from 1st December to the end of March 1988.

For details or reservations, call the hotel, your travel agent or London 01-439 0281.

And enjoy the warmth of our hospitality this winter.



**Marriott
PRINCE DE GALLES**
HOTEL - PARIS

33 AVENUE GEORGE V - 75008 PARIS - TEL: (1) 47 23 55 11

*Prices based on the £1 rate on 23.11.87. Actual rates £40-£50 at weekends and £110-£120 during the week. 10 rooms available daily at this price. Prices include single or double room, occupancy, tax and service. Group rates on request. Travel agents' commission 10% excludes tax and service. Prices subject to availability.

FASHION

Towns and gowns

How a fashion original
found a successful formula
for out-of-Londoners
who wish to stay in style

When every other retailer was probably living it up in New York or Milan, Betty Davies got on a plane to Stornoway looking for "something that would be unique". Davies, founder of Campus shops, wryly remembers gazing at a windswept Atlantic trying to get from the Butt of Lewis to Rodal, on the southernmost tip of the Hebrides, in under a day. "Most buyers take off on flights to Milan, Singapore or Taiwan, the familiar fashion routes. I wanted romantic, womanly clothes that others could not buy. It was the landscape of boulders and black-faced Cheviot sheep as much as the soft colours and quality of Harris tweed that caught my imagination."

Davies is an unexpected visionary in the fashion industry. This one-time Civil Servant from Nottingham, with her "bristling resistance to high price", took on the role of fashion crusader on behalf of those who live outside London decades before the High Street revolution in which chains like Next and Principles finally ripped down the price barrier separating the customer from taste and quality.

Campus customers, she says in her endearing, Miss Brodie way, are "intelligent, educated women, part of the new wave emerging from universities since the 1960s". This may be one of the reasons why she has limited her shops to university towns — currently she has three, in Edinburgh, Glasgow and Oxford.

It is typical of Betty Davies and her romantic ideals that in her search for honest quality and original style she found herself not in the air-conditioned bustle of the Mandarin Hotel in Hong Kong but at Neil and Mary McCumb's bed and breakfast at Hogabost, in the north-western corner of Scotland, for £12 a night including dinner.

The result of her travels around the Outer Hebrides is a Harris tweed woven exclusively for her, in stripes of fashionable scarlet and yellow, as well as softer, more traditional shades. Tailored, in Dundee, into jackets and capes, stitched into a pinaflore inspired by photographs of turn-of-the-century Hebridean women, it became the foundation of Davies's new Academy Collection. Baskets, velvet, taffeta and tapestry provide the perfect romantic foil for her romas.

Her route into retailing was typically offbeat, via her first love, the theatre. She had persuaded the Gas Board in Edinburgh to sponsor an opera she wanted to produce based on Sir Walter Scott, a former chairman of the Gas, Light & Coal Company. A major investment was made in Laura Ashley clothes to dress the cast. The profit realized when this stock was finally disposed of persuaded Davies that she might move more successfully into fashion retailing.

Her sense of drama is seen in her taste in evening clothes. "Oxford and Edinburgh women enjoy making the most of bosoms and waists. They like pretty sleeves and a flattering décolletage. Prices this season run from £69 for a short taffeta puffball to £250 for an elaborate, embossed

velvet long dress." The first Campus shop opened in Edinburgh in 1966 in the Grassmarket, fixed up with Victorian buttoned sofas, screens and Art Nouveau fringed lamps into a comfortableemporium of style. The second opened in Glasgow in 1967; the third, in Oxford, recently celebrated its 18th birthday with a charity fashion show, the first ever to be held in the Upper Library of Christ Church. Five Campus shops opened in all, but in a reshuffle in 1981 Davies closed the Aberdeen and Nottingham branches. Now just the original three are poised to dress the more fashion-conscious intelligentsia into the 1990s.

The Campus *crème de la crème*, says Davies, demand value from the high price tags on clothes today and are far too bright to be fobbed off with unduly aggressive designs. They will spend happily on designers such as Hardy Amies, Belville Sassoon and especially Jean Muir, whose collections Campus pioneered outside London. "She provides value," Davies says of Jean Muir. "Her clothes can come out year after year."

Above left: Hebridean pinaflore dress in grey and white herringbone handwoven Harris tweed, £89.50; matching serape, £79.50; red, blue and grey striped cropped jacket, £89; lace-trimmed cotton blouse, £39.50; tweed tam-o'-shanter, £29; all Academy Collection by Betty Davies at Campus, 44/45 High Street, Oxford; 42 Grassmarket, Edinburgh; 3/5 Gibson Street, Glasgow. Punched calf flat pumps, £39.99, black or brown. Next, 54-60 Kensington High Street, W8; Next Accessory branches

Above: Sashed, high-necked evening dress with leg-o'-mutton sleeves in pewter and black ribbed ottoman, £145 (shot taffeta £115); Academy Collection by Betty Davies at Campus, 44/45 High Street, Oxford; 42 Grassmarket, Edinburgh; 3/5 Gibson Street, Glasgow. Paste brooch, £49.95; Ken Lane, 66 South Molton Street, W1; 30 Burlington Arcade, W1; 50 Beauchamp Place, SW3. Black satin flat pumps, £19.99; Next, 54-60 Kensington High Street, W8; branches of Next Accessory

Above: Silver-buttoned collarless jacket in scarlet jersey, £454; softly pleated skirt, mid-calf length, £400; Jean Muir from Campus shops; Browns, 23-27 South Molton Street, W1
Hair and make-up by Wendy Sudd
Photographs by ANTHONY CRICKMAY

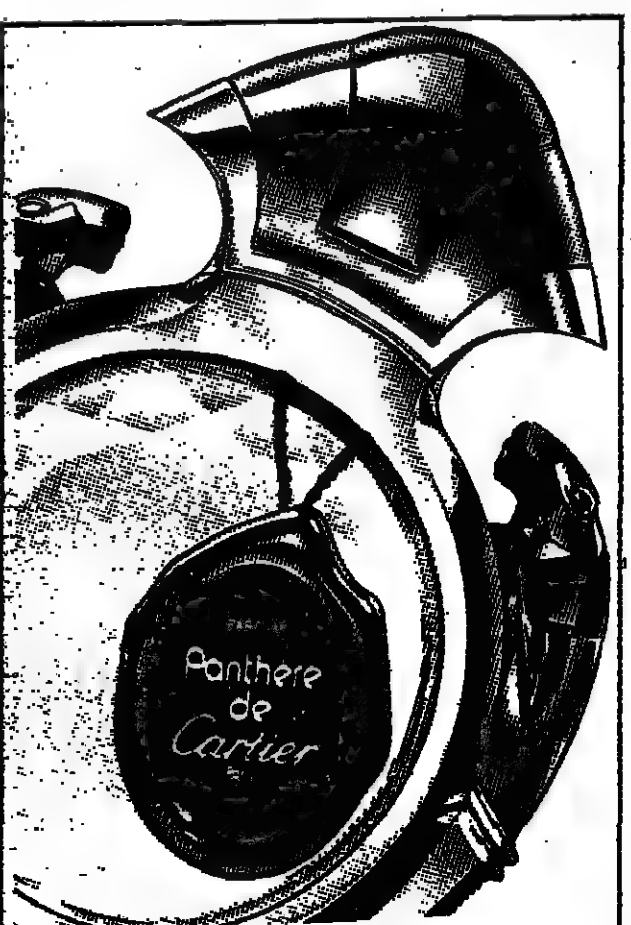
CLOSING DOWN SALE "MALENA"

Cashmere House, 6 William Street, Knightsbridge SW1
Mens & Ladies Cashmere Knitwear:
Pringle : Lyle & Scott : McGeorge :
Barrie : Glenmac and other top manufacturers.
Up to 50% discount
Major credit cards accepted

COLEFAX AND FOWLER

A collection of unusual limited edition gifts and elegant accessories for Christmas.

39 BROOK STREET LONDON W1 49 GURV STREET LONDON SW1 110 FULHAM ROAD LONDON SW3

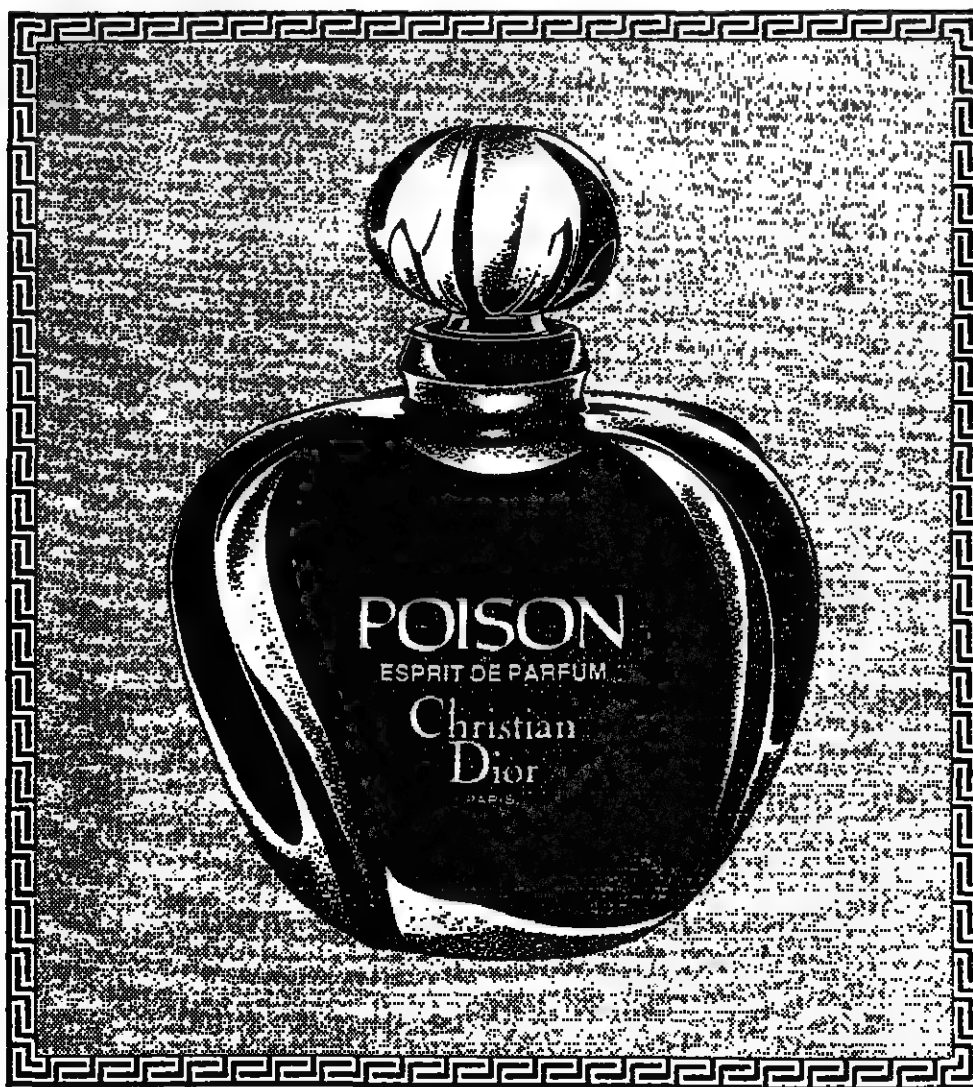


Panthere de Cartier

AVAILABLE AT Cartier Ltd
175/176 NEW BOND STREET, LONDON, W1
AND le mur de Cartier boutique,
ALSO IN THE PERFUME DEPARTMENTS OF:
HARRODS, HARVEY NICHOLS AND SELFRIDGES
AND AT LEADING PERFUMERS.

Christian Dior

PARFUMS



le parfum par Christian Dior.

Present this advertisement to any Dior consultant before December 14th and she'll give you a trial-size product from the Poison Body and Bath Range.

Prix International Catherine de Medicis - Italie. Fragrance Foundation Award - USA.

THE TIMES INFORMATION SERVICE

This selective guide to entertainment and events throughout Britain appears from Monday to Friday, followed in the Saturday section by a preview of the week ahead. Items for inclusion should be sent to The Times Information Service, PO Box 7, 1 Virginia Street, London E1 9XN



THEATRE LONDON

BOOKING KEY
★ Tickets available
★ Returns only
(D) Access for disabled

BELLS ARE RINGING Lesley Mackie in Julie Stynes' turn-of-the-century musical. Greenleaf Theatre, Crooms Hill, SE10 (01-858 7755). Sat 8.30pm, Sun 2.30pm, Mon-Sat 7.45pm, Sat 2.30pm, £23.10.

BEYOND REASONABLE DOUBT Frank Fyfe, Wendy Craig and others in Jeffrey Archer's courtroom drama. Queen's Theatre, Shaftesbury Avenue, W1 (01-734 1166). Tue 8.10pm, Sat 8.30pm, Mon-Fri 8.10pm, Sat 8.30pm, Sun 2.30pm, Mon-Sat 7.45pm, Sat 2.30pm, £23.10.

BREL Stan Phillips, Kelly Hunter and Simon Bowman in a programme of Jacques Brel songs: sharp and tender. Donmar Warehouse, 41 Earlham Street WC2 (01-240 8230). Tue 8.10pm, Sat 8.30pm, Mon-Fri 8.10pm, Sat 8.30pm, Sun 2.30pm, Mon-Sat 7.45pm, Sat 2.30pm, £23.10.

THE CAPE ORCHARD Feroz Nono in South African folk music looking at the next 100 years. Young Vic Studio, 86 The Cut SE1 (01-858 6383). Tue 8.10pm, Sat 8.30pm, Mon-Fri 8.10pm, Sat 8.30pm, Sun 2.30pm, Mon-Sat 7.45pm, Sat 2.30pm, £23.10.

COUNTRYMAN Golden trilogy follows the fortunes of Victorian high-society out to the country and back. Five hours. National Theatre (Olivier), South Bank SE1 (01-828 2252). Tue 8.10pm, Sat 8.30pm, Mon-Fri 8.10pm, Sat 8.30pm, Sun 2.30pm, Mon-Sat 7.45pm, Sat 2.30pm, £23.10.

DREAMS OF SAN FRANCISCO Five-woman play by Jacqueline Holborough, set to confirm the high promise of last year's Garden Girls. South Bank SE1 (01-828 2252). Tue 8.10pm, Sat 8.30pm, Mon-Fri 8.10pm, Sat 8.30pm, Sun 2.30pm, Mon-Sat 7.45pm, Sat 2.30pm, £23.10.

FAUSTUS Actors Touring Company in their highly charged adaptation of Marlowe. Lyric Theatre, King Street W6 (01-741 2311). Tue 8.10pm, Sat 8.30pm, Mon-Fri 8.10pm, Sat 8.30pm, Sun 2.30pm, Mon-Sat 7.45pm, Sat 2.30pm, £23.10.

LETITIA AND LOVAGE Maggie Smith and Margaret Tyacke weaving eccentric war against the modern world in Peter Shaffer's new comedy. Globe Theatre, Shaftesbury Avenue, W1 (01-373 3667). Tue 8.10pm, Sat 8.30pm, Mon-Fri 8.10pm, Sat 8.30pm, Sun 2.30pm, Mon-Sat 7.45pm, Sat 2.30pm, £23.10.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

LYLE World premiere of music by Charles Strouse (composer of Annie) about a New York family who adopt the crocodile they find in their bath. Lyric Theatre, King Street W6 (01-741 2311). Tue 8.10pm, Sat 8.30pm, Mon-Fri 8.10pm, Sat 8.30pm, Sun 2.30pm, Mon-Sat 7.45pm, Sat 2.30pm, £23.10.

PETER PAN Barrie with music: George Cole with the hook, Lulu flying us off to Never-Never-Land. Cambridge Theatre, Tottenham Court Road W1 (01-379 5289). Tue 8.10pm, Sat 8.30pm, Mon-Fri 8.10pm, Sat 8.30pm, Sun 2.30pm, Mon-Sat 7.45pm, Sat 2.30pm, £23.10.

SEPARATION See caption. Comedy Theatre, Tottenham Court Road W1 (01-379 5289). Tue 8.10pm, Sat 8.30pm, Mon-Fri 8.10pm, Sat 8.30pm, Sun 2.30pm, Mon-Sat 7.45pm, Sat 2.30pm, £23.10.

TWELFTH NIGHT Richard Briers as Malvolio, Anton Lesser as Feste, in Renaissance Theatre Company's first Shakespeare. Riverside Studios, Crisp Road, W8 (01-748 3311). Tue 8.10pm, Sat 8.30pm, Mon-Fri 8.10pm, Sat 8.30pm, Sun 2.30pm, Mon-Sat 7.45pm, Sat 2.30pm, £23.10.

THE WAY TO GO HOME Political thriller set in Turkey where two Scottish tourists find themselves in deep trouble. From Coventry Belgrade Theatre. Theatre Upstairs, Royal Court Theatre, Sloane Square, SW1 (01-730 2254). Tue 8.10pm, Sat 8.30pm, Mon-Fri 8.10pm, Sat 8.30pm, Sun 2.30pm, Mon-Sat 7.45pm, Sat 2.30pm, £23.10.

WIMMER THE POOH The bear of old brain put to rest, hopping and bounding friends. Royal Theatre, Portugal Street, off Kingsway WC2 (01-831 0880). Tue 8.10pm, Sat 8.30pm, Mon-Fri 8.10pm, Sat 8.30pm, Sun 2.30pm, Mon-Sat 7.45pm, Sat 2.30pm, £23.10.

COUNTRYMAN Golden trilogy follows the fortunes of Victorian high-society out to the country and back. Five hours. National Theatre (Olivier), South Bank SE1 (01-828 2252). Tue 8.10pm, Sat 8.30pm, Mon-Fri 8.10pm, Sat 8.30pm, Sun 2.30pm, Mon-Sat 7.45pm, Sat 2.30pm, £23.10.

DREAMS OF SAN FRANCISCO Five-woman play by Jacqueline Holborough, set to confirm the high promise of last year's Garden Girls. South Bank SE1 (01-828 2252). Tue 8.10pm, Sat 8.30pm, Mon-Fri 8.10pm, Sat 8.30pm, Sun 2.30pm, Mon-Sat 7.45pm, Sat 2.30pm, £23.10.

FAUSTUS Actors Touring Company in their highly charged adaptation of Marlowe. Lyric Theatre, King Street W6 (01-741 2311). Tue 8.10pm, Sat 8.30pm, Mon-Fri 8.10pm, Sat 8.30pm, Sun 2.30pm, Mon-Sat 7.45pm, Sat 2.30pm, £23.10.

LETITIA AND LOVAGE Maggie Smith and Margaret Tyacke weaving eccentric war against the modern world in Peter Shaffer's new comedy. Globe Theatre, Shaftesbury Avenue, W1 (01-373 3667). Tue 8.10pm, Sat 8.30pm, Mon-Fri 8.10pm, Sat 8.30pm, Sun 2.30pm, Mon-Sat 7.45pm, Sat 2.30pm, £23.10.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

THE LITTLE SHOP OF HORRORS David Sachet (above) plays the supernatural playright in Tom Kempson's two-handed Separation, which transfers to the Comedy Theatre tonight (see listing) after an extended run at Hampstead. When the play opened there in October, the performances of Sachet and Saskia Reeves, in the role of the crippled American actress hoping to appear in one of his plays, received the sort of outdoor acclaim of the production, directed by Michael Attenborough, has been a sell-out ever since.

BEST SELLER (18) Police thriller with a wobbly not but inspired performance from Brian Dennehy (as the cop plagued by an unsolved case) and James Woods (a cold-blooded mystery man). Directed by John Flynn, with Victoria Tennant (95 min). Cannon Edwards Road (01-728 5801). Progs 2.00, 4.00, 6.00, 8.00, 10.00, 12.00, 14.00, 16.00, 18.00, 20.00, 22.00, 24.00, 26.00, 28.00, 30.00, 32.00, 34.00, 36.00, 38.00, 40.00, 42.00, 44.00, 46.00, 48.00, 50.00, 52.00, 54.00, 56.00, 58.00, 60.00, 62.00, 64.00, 66.00, 68.00, 70.00, 72.00, 74.00, 76.00, 78.00, 80.00, 82.00, 84.00, 86.00, 88.00, 90.00, 92.00, 94.00, 96.00, 98.00, 100.00, 102.00, 104.00, 106.00, 108.00, 110.00, 112.00, 114.00, 116.00, 118.00, 120.00, 122.00, 124.00, 126.00, 128.00, 130.00, 132.00, 134.00, 136.00, 138.00, 140.00, 142.00, 144.00, 146.00, 148.00, 150.00, 152.00, 154.00, 156.00, 158.00, 160.00, 162.00, 164.00, 166.00, 168.00, 170.00, 172.00, 174.00, 176.00, 178.00, 180.00, 182.00, 184.00, 186.00, 188.00, 190.00, 192.00, 194.00, 196.00, 198.00, 200.00, 202.00, 204.00, 206.00, 208.00, 210.00, 212.00, 214.00, 216.00, 218.00, 220.00, 222.00, 224.00, 226.00, 228.00, 230.00, 232.00, 234.00, 236.00, 238.00, 240.00, 242.00, 244.00, 246.00, 248.00, 250.00, 252.00, 254.00, 256.00, 258.00, 260.00, 262.00, 264.00, 266.00, 268.00, 270.00, 272.00, 274.00, 276.00, 278.00, 280.00, 282.00, 284.00, 286.00, 288.00, 290.00, 292.00, 294.00, 296.00, 298.00, 300.00, 302.00, 304.00, 306.00, 308.00, 310.00, 312.00, 314.00, 316.00, 318.00, 320.00, 322.00, 324.00, 326.00, 328.00, 330.00, 332.00, 334.00, 336.00, 338.00, 340.00, 342.00, 344.00, 346.00, 348.00, 350.00, 352.00, 354.00, 356.00, 358.00, 360.00, 362.00, 364.00, 366.00, 368.00, 370.00, 372.00, 374.00, 376.00, 378.00, 380.00, 382.00, 384.00, 386.00, 388.00, 390.00, 392.00, 394.00, 396.00, 398.00, 400.00, 402.00, 404.00, 406.00, 408.00, 410.00, 412.00, 414.00, 416.00, 418.00, 420.00, 422.00, 424.00, 426.00, 428.00, 430.00, 432.00, 434.00, 436.00, 438.00, 440.00, 442.00, 444.00, 446.00, 448.00, 450.00, 452.00, 454.00, 456.00, 458.00, 460.00, 462.00, 464.00, 466.00, 468.00, 470.00, 472.00, 474.00, 476.00, 478.00, 480.00, 482.00, 484.00, 486.00, 488.00, 490.00, 492.00, 494.00, 496.00, 498.00, 500.00, 502.00, 504.00, 506.00, 508.00, 510.00, 512.00, 514.00, 516.00, 518.00, 520.00, 522.00, 524.00, 526.00, 528.00, 530.00, 532.00, 534.00, 536.00, 538.00, 540.00, 542.00, 544.00, 546.00, 548.00, 550.00, 552.00, 554.00, 556.00, 558.00, 560.00, 562.00, 564.00, 566.00, 568.00, 570.00, 572.00, 574.00, 576.00, 578.00, 580.00, 582.00, 584.00, 586.00, 588.00, 590.00, 592.00, 594.00, 596.00, 598.00, 600.00, 602.00, 604.00, 606.00, 608.00, 610.00, 612.00, 614.00, 616.00, 618.00, 620.00, 622.00, 624.00, 626.00, 628.00, 630.00, 632.00, 634.00, 636.00, 638.00, 640.00, 642.00, 644.00, 646.00, 648.00, 650.00, 652.00, 654.00, 656.00, 658.00, 660.00, 662.00, 664.00, 666.00, 668.00, 670.00, 672.00, 674.00, 676.00, 678.00, 680.00, 682.00, 684.00, 686.00, 688.00, 690.00, 692.00, 694.00, 696.00, 698.00, 700.00, 702.00, 704.00, 706.00, 708.00, 710.00, 712.00, 714.00, 716.00, 718.00, 720.00, 722.00, 724.00, 726.00, 728.00, 730.00, 732.00, 734.00, 736.00, 738.00, 740.00, 742.00, 744.00, 746.00, 748.00, 750.00, 752.00, 754.00, 756.00, 758.00, 760.00, 762.00, 764.00, 766.00, 768.00, 770.00, 772.00, 774.00, 776.00, 778.00, 780.00, 782.00, 784.00, 786.00, 788.00, 790.00, 792.00, 794.00, 796.00, 798.00, 800.00, 802.00, 804.00, 806.00, 808.00, 810.00, 812.00, 814.00, 816.00, 818.00, 820.00, 822.00, 824.00, 826.00, 828.00, 830.00, 832.00, 834.00, 836.00, 838.00, 840.00, 842.00, 844.00, 846.00, 848.00, 850.00, 852.00, 854.00, 856.00, 858.00, 860.00, 862.00, 864.00, 866.00, 868.00, 870.00, 872.00, 874.00, 876.00, 878.00, 880.00, 882.00, 884.00, 886.00, 888.00, 890.00, 892.00, 894.00, 896.00, 898.00, 900.00, 902.00, 904.00, 906.00, 908.00, 910.00, 912.00, 914.00, 916.00, 918.00, 920.00, 922.00, 924.00, 926.00, 928.00, 930.00, 932.00, 934.00, 936.00, 938.00, 940.00, 942.00, 944.00, 946.00, 948.00, 950.00, 952.00, 954.00, 956.00, 958.00, 960.00, 962.00, 964.00, 966.00, 968.00, 970.00, 972.00, 974.00, 976.00, 978.00, 980.00, 982.00, 984.00, 986.00, 988.00, 990.00, 992.00, 994.00, 996.00, 998.00, 1000.00, 1002.00, 1004.00, 1006.00, 1008.00, 1010.00, 1012.00, 1014.00, 1016.00, 1018.00, 1020.00, 1022.00, 1024.00, 1026.00, 1028.00, 1030.00, 1032.00, 1034.00, 1036.00, 1038.00, 1040.00, 1042.00, 1044.00, 1046.00, 1048.00, 1050.00, 1052.00, 1054.00, 1056.00, 1058.00, 1060.00, 1062.00, 1064.00, 1066.00, 1068.00, 1070.00, 1072.00, 1074.00, 1076.00, 1078.00, 1080.00, 1082.00, 1084.00, 1086.00, 1088.00, 1090.00, 1092.00, 1094.00, 1096.00, 1098.00, 1100.00, 1102.00, 1104.00, 1106.00, 1108.00, 1110.00, 1112.00, 1114.00, 1116.00, 1118.00, 1120.00, 1122.00, 1124.00, 1126.00, 1128.00, 1130.00, 1132.00, 1134.00, 1136.00, 1138.00, 1140.00, 1142.00, 1144.00, 1146.00, 1148.00, 1150.00, 1152.00, 1154.00, 1156.00, 1158.00, 1160.00, 1162.00, 1164.00, 1166.00, 1168.00, 1170.00, 1172.00, 1174.00, 1176.00, 1178.00, 1180.00, 1182.00, 1184.00, 1186.00, 1188.00, 1190.00, 1192.00, 1194.00, 1196.00, 1198.00, 1200.00, 1202.00, 1204.00, 1206.00, 1208.00, 1210.00, 1212.00, 1214.00, 1216.00, 1218.00, 1220.00, 1222.00, 1224.00, 1226.00, 1228.00, 1230.00, 1232.00, 1234.00, 1236.00, 1238.00, 1240.00, 1242.00, 1244.00, 1246.00, 1248.00, 1250.00, 1252.00, 1254.00, 1256.00, 1258.00, 1260.00, 1262.00, 1264.00, 1266.00, 1268.00, 1270.00, 1272.00, 1274.00, 1276.00, 1278.00, 1280.00, 1282.00, 1284.00, 1286.00, 1288.00, 1290.00, 1292.00, 1294.00, 1296.00, 1298.00, 1300.00, 1302.00, 1304.00, 1306.00, 1308.00, 1310.00, 1312.00, 1314.00, 1316.00, 1318.00, 1320.00, 1322.00, 1324.00, 1326.00, 1328.00, 1330.00, 1332.00, 1334.00, 1336.00, 1338.00, 1340.00, 1342.00, 1344.00, 1346.00, 1348.00, 1350.00, 1352.00, 1354.00, 1356.00, 1358.00, 1360.00, 1362.00, 1364.00, 1366.00, 1368.00,

TELEVISION AND RADIO

Compiled by Peter Davalle and Jane Rackham

BBC1

- 6.00 **Ceejazz AM**.
6.35 **Edgar Kennedy in Do or Die** (b/w). 6.55 **Weather**.
7.00 **Breakfast Time** with Frank Bough, Sally Magnusson and Jeremy Paxman. Includes national and international news at 7.00, 7.30, 8.00 and 8.30; regional news and travel reports at 7.15, 7.45 and 8.15.
8.40 **Open Air** with Eamonn Holmes.
9.00 **News** and weather, followed by **Neighbours** (r).
9.20 **Kilroy**. Robert Kilroy-Silk chairs a studio discussion on a topical subject.
10.00 **News** and weather, followed by **Going for Gold** (r).
10.25 **Children's BBC**. Andy Crane with programme news followed by **Play School** (r) and **Willow the Wisp** (r).
10.55 **Five to Eleven**. A thought for the day from Gary Watson.
11.00 **News** and weather, followed by **Open Air**. Patti Colwell and Eamonn Holmes introduce programme news to their critics.
12.00 **News** and weather, followed by **Daytime Live**. Magazine programme with Pamela Armstrong, Alan Titchmarsh and Ross Davidson. With advice for young mothers from Floella Benjamin. 12.55 **Regional news** and weather.
1.00 **One O'Clock News**.
1.30 **Neighbours**. Ramsay Street says goodbye to Andrea, Jack and Bradley.
1.50 **Going for Gold**. European general knowledge quiz hosted by Henry Kelly.
3.15 **Knota Landing**. Val and Ben fall in love; and Mack makes an unpopular appointment to the clinic commissariat.
3.00 **Valerie**. American comedy series starring Valerie Harper (r).
3.25 **The Clothes Show**. Soňa Scott, Jeff Barnes and Carolyn Franklin help the pupils of King Edward VI School in Morpeth, Northumberland to put on a fashion show.

- 3.50 **Fireman Sam**. 4.05 **Henry's Cat**. 4.15 **Simon and the Witch**.
4.30 **Record Breakers** includes an attempt to break the women's table tennis counter-hitting record. 5.00 **Newsround**. 5.10 **Grange Hill** Episode 21 (r) (Ceejazz).
5.35 **Mastermind** 87. Team quiz game presented by Angela Ripston.
6.00 **Six O'Clock News** with Sue Lawley and Nicholas Witchell. 6.35 **London Play**.
7.00 **Divided We Stand**. Domestic comedy series starring Anna Keaveney and Shaun Curry as an unhappily married couple living in Birmingham (Ceejazz).
7.30 **EastEnders** (Ceejazz).
8.00 **Some Mothers Do 'Ave 'Em**. Classic comedy starring Michael Crawford as the accident-prone Frank Spencer and Michele Dotrice as his long-suffering wife, Betty (r).
8.30 **Rivers of Fire**. Anthony Smith reports on some of the most spectacular volcanic eruptions around the world.
9.00 **Nine O'Clock News** with Martin Lewis and Debbie Thwaiter.
9.30 **Chinatown UK**. Nick Ross and Sue Cook with three film reconstructions of serious crimes. Call 01-811 8055 if you can help.
10.10 **Film 87**. Barry Norman reviews John Huston's last film *The Dead*, based on a James Joyce short story about Christmas in turn-of-the-century Dublin; plus *Little Dorrit*, a six-hour epic starring Alec Guinness, Derek Jacobi and Joan Greenwood.
10.40 **Six-a-Side Football**. The Guinness Soccer Six from Manchester produced by Steve Rider.
11.15 **Crimewatch Update**.
11.25 **World Bowls**. David Icke introduces coverage of the Midland Bank World Indoor Pairs Championship.
12.10 **Weather**, closedown.

BBC2

- 6.00 **Ceejazz**.
6.35 **Check-a-Block** (r).
1.35 **Red Sails and Shovel**. A nostalgic look at the 82-year-old Ian Thomas Spritsail barge. Vigilant from the men who sailed her (r).
1.58 **Rugby Union**. Oxford University v Cambridge University. Can Oxford make it a hat-trick? Introduced by Nigel Stammers-Smith. Includes news and weather at 2.45.
3.40 **World Bowls**. David Icke with news of today's matches in the Midland Bank World Indoor Pairs Championship from Bournemouth. Representing England are Gerry Smyth and Steve Haimal, and for Australia Ian Schaback and Jim Yates.
3.50 **News** and weather. Regional news and weather.
4.00 **It's My Pleasure**. Sandle Shaw remembers her favourite television moments.
4.30 **World Bowls**. Further coverage.
5.30 **Film 87**. Barry Norman reviews the week's cinema releases.
6.00 **No Limits**. This week's edition of the rock show comes from HMS Aulache.

- 7.00 **Open to Question**. A teenage studio audience (question time) Barker, millionaire horror writer and movie-maker, about the potentially terrifying influence of his work on young people.
7.35 **Rockschool**. Last in the series includes Working Week's vocalist Juliet Roberts examining song structure and arrangement.
8.00 **Food and Drink**. On today's menu are two alternative Christmas dishes: plum duff and roast goose with apple sauce.
8.30 **Brass Tacks**. Followed by a discussion on last week's programme about child abuse and the role of social workers.
8.00 **Entertainment USA** visits the New Jersey and Long Island areas of New York and meets some of the strangely named DJs at MTV.
9.30 **Footsteps: Valley of the Kings**. David Drew explores the Buddhist temples of Sachanalai and Sukhothai (see Ceejazz) (Ceejazz).
10.30 **World Bowls**.
10.50 **Newsnight** with Peter Snow, Donald MacCormick and Adam Robinson. 11.35 **Weather**.
11.40 **Weather** with Chantal Cui.

ITV/LONDON

- 6.00 **TV-am**. Includes news and weather on the hour and the half hour. Interspersed with cartoons and at 6.00 Anne Diamond presents coverage of the US Summit between Reagan and Gorbachev.
6.30 **News** headlines.
6.50 **Runway**. Travel quiz with Chris Series. 10.00 **Santa Barbara**. The continuing saga of the Californian soap. 10.25 **News** headlines.
10.30 **The Time**. The Place. Mike Scott chairs a discussion on a motorway madness.
11.10 **Rainbow**. 11.25 **Thames News** headlines.
11.30 **Abert Britain**. John Gooders visits Rye Harbour National Reserve in Sussex, a haven for rare, godwits and many rare migrant birds.
12.00 **Jimmy's**. Another visit to St James's University Hospital, Leeds.
12.30 **News**. 12.50 **Thames News**.
1.00 **Quincy**. American crime series starring Jack Klugman as the police pathologist (r).
2.00 **Cross**. A crossword game show presented by Tom O'Connor. With Alim Macdonald and Derek Griffiths.
2.30 **The Young Doctors**.
3.00 **Charles Wilson**, editor of *The Times*, and his wife Sally O'Sullivan, editor of *Options* magazine.
3.30 **James Kitchen**. Grace Muligan makes yuletide tidbits and edible presents.
3.55 **Thames News** headlines.
4.00 **Children's ITV** presented by Gary Terzza and Debbie Shore, starts with *Rainbow*. 4.15 **The Telebugs**. 4.25 **Earth's Wide World** with Rod Hull and guest Garath Hunt.
5.15 **Snooker**. Coverage of the first quarter-final of the Foster's World Doubles from Northampton.
5.45 **News**. 6.00 **The Rocky**. Pop music show presented by David Jensen and

CHANNEL 4

- 6.30 **Channel 4 News** with live coverage of the signing of the INF treaty in Washington (Oracle).
7.00 **Compass** followed by *Weather*.
7.30 **Traveller** (Oracle).
8.30 **Moneyspinner** from Salisbury. Questions include how to make money out of the stockmarket when shares are falling, and how to stagger the Christmas after-life event.
9.00 **Hot House People**. Last in the series about enhancing the mental and physical faculties of "average" people. It examines whether life expectancy (currently about 74 years) can be increased by this method.
10.00 **American Football**. Angelo Abela and Andy Smart with highlights of one of last week's matches in America's National Football League.
11.15 **Angola** - South Africa's Dirty War (see Ceejazz).
11.55 **Film**. The Missing Man (1952, b/w) Edgar Lustgarten introduces another police mystery about a mother's extraordinary dreams about her missing son.
12.30 **The Landlady's House**. Ends 12.45.

VARIATIONS

- GRANADA** As London. 1.00-2.00 **Granada Reports**. 2.00-2.30 **Murder, She Wrote**. 2.30-4.00 **South and Daughters**. 4.00-4.30 **South and Daughters**. 4.30-5.00 **South and Daughters**. 5.00-5.30 **South and Daughters**. 5.30-6.00 **South and Daughters**. 6.00-6.30 **South and Daughters**. 6.30-7.00 **South and Daughters**. 7.00-7.30 **South and Daughters**. 7.30-8.00 **South and Daughters**. 8.00-8.30 **South and Daughters**. 8.30-9.00 **South and Daughters**. 9.00-9.30 **South and Daughters**. 9.30-10.00 **South and Daughters**. 10.00-10.30 **South and Daughters**. 10.30-11.00 **South and Daughters**. 11.00-11.30 **South and Daughters**. 11.30-12.00 **South and Daughters**. 12.00-12.30 **South and Daughters**. 12.30-1.00 **South and Daughters**. 1.00-1.30 **South and Daughters**. 1.30-2.00 **South and Daughters**. 2.00-2.30 **South and Daughters**. 2.30-3.00 **South and Daughters**. 3.00-3.30 **South and Daughters**. 3.30-4.00 **South and Daughters**. 4.00-4.30 **South and Daughters**. 4.30-5.00 **South and Daughters**. 5.00-5.30 **South and Daughters**. 5.30-6.00 **South and Daughters**. 6.00-6.30 **South and Daughters**. 6.30-7.00 **South and Daughters**. 7.00-7.30 **South and Daughters**. 7.30-8.00 **South and Daughters**. 8.00-8.30 **South and Daughters**. 8.30-9.00 **South and Daughters**. 9.00-9.30 **South and Daughters**. 9.30-10.00 **South and Daughters**. 10.00-10.30 **South and Daughters**. 10.30-11.00 **South and Daughters**. 11.00-11.30 **South and Daughters**. 11.30-12.00 **South and Daughters**. 12.00-12.30 **South and Daughters**. 12.30-1.00 **South and Daughters**. 1.00-1.30 **South and Daughters**. 1.30-2.00 **South and Daughters**. 2.00-2.30 **South and Daughters**. 2.30-3.00 **South and Daughters**. 3.00-3.30 **South and Daughters**. 3.30-4.00 **South and Daughters**. 4.00-4.30 **South and Daughters**. 4.30-5.00 **South and Daughters**. 5.00-5.30 **South and Daughters**. 5.30-6.00 **South and Daughters**. 6.00-6.30 **South and Daughters**. 6.30-7.00 **South and Daughters**. 7.00-7.30 **South and Daughters**. 7.30-8.00 **South and Daughters**. 8.00-8.30 **South and Daughters**. 8.30-9.00 **South and Daughters**. 9.00-9.30 **South and Daughters**. 9.30-10.00 **South and Daughters**. 10.00-10.30 **South and Daughters**. 10.30-11.00 **South and Daughters**. 11.00-11.30 **South and Daughters**. 11.30-12.00 **South and Daughters**. 12.00-12.30 **South and Daughters**. 12.30-1.00 **South and Daughters**. 1.00-1.30 **South and Daughters**. 1.30-2.00 **South and Daughters**. 2.00-2.30 **South and Daughters**. 2.30-3.00 **South and Daughters**. 3.00-3.30 **South and Daughters**. 3.30-4.00 **South and Daughters**. 4.00-4.30 **South and Daughters**. 4.30-5.00 **South and Daughters**. 5.00-5.30 **South and Daughters**. 5.30-6.00 **South and Daughters**. 6.00-6.30 **South and Daughters**. 6.30-7.00 **South and Daughters**. 7.00-7.30 **South and Daughters**. 7.30-8.00 **South and Daughters**. 8.00-8.30 **South and Daughters**. 8.30-9.00 **South and Daughters**. 9.00-9.30 **South and Daughters**. 9.30-10.00 **South and Daughters**. 10.00-10.30 **South and Daughters**. 10.30-11.00 **South and Daughters**. 11.00-11.30 **South and Daughters**. 11.30-12.00 **South and Daughters**. 12.00-12.30 **South and Daughters**. 12.30-1.00 **South and Daughters**. 1.00-1.30 **South and Daughters**. 1.30-2.00 **South and Daughters**. 2.00-2.30 **South and Daughters**. 2.30-3.00 **South and Daughters**. 3.00-3.30 **South and Daughters**. 3.30-4.00 **South and Daughters**. 4.00-4.30 **South and Daughters**. 4.30-5.00 **South and Daughters**. 5.00-5.30 **South and Daughters**. 5.30-6.00 **South and Daughters**. 6.00-6.30 **South and Daughters**. 6.30-7.00 **South and Daughters**. 7.00-7.30 **South and Daughters**. 7.30-8.00 **South and Daughters**. 8.00-8.30 **South and Daughters**. 8.30-9.00 **South and Daughters**. 9.00-9.30 **South and Daughters**. 9.30-10.00 **South and Daughters**. 10.00-10.30 **South and Daughters**. 10.30-11.00 **South and Daughters**. 11.00-11.30 **South and Daughters**. 11.30-12.00 **South and Daughters**. 12.00-12.30 **South and Daughters**. 12.30-1.00 **South and Daughters**. 1.00-1.30 **South and Daughters**. 1.30-2.00 **South and Daughters**. 2.00-2.30 **South and Daughters**. 2.30-3.00 **South and Daughters**. 3.00-3.30 **South and Daughters**. 3.30-4.00 **South and Daughters**. 4.00-4.30 **South and Daughters**. 4.30-5.00 **South and Daughters**. 5.00-5.30 **South and Daughters**. 5.30-6.00 **South and Daughters**. 6.00-6.30 **South and Daughters**. 6.30-7.00 **South and Daughters**. 7.00-7.30 **South and Daughters**. 7.30-8.00 **South and Daughters**. 8.00-8.30 **South and Daughters**. 8.30-9.00 **South and Daughters**. 9.00-9.30 **South and Daughters**. 9.30-10.00 **South and Daughters**. 10.00-10.30 **South and Daughters**. 10.30-11.00 **South and Daughters**. 11.00-11.30 **South and Daughters**. 11.30-12.00 **South and Daughters**. 12.00-12.30 **South and Daughters**. 12.30-1.00 **South and Daughters**. 1.00-1.30 **South and Daughters**. 1.30-2.00 **South and Daughters**. 2.00-2.30 **South and Daughters**. 2.30-3.00 **South and Daughters**. 3.00-3.30 **South and Daughters**. 3.30-4.00 **South and Daughters**. 4.00-4.30 **South and Daughters**. 4.30-5.00 **South and Daughters**. 5.00-5.30 **South and Daughters**. 5.30-6.00 **South and Daughters**. 6.00-6.30 **South and Daughters**. 6.30-7.00 **South and Daughters**. 7.00-7.30 **South and Daughters**. 7.30-8.00 **South and Daughters**. 8.00-8.30 **South and Daughters**. 8.30-9.00 **South and Daughters**. 9.00-9.30 **South and Daughters**. 9.30-10.00 **South and Daughters**. 10.00-10.30 **South and Daughters**. 10.30-11.00 **South and Daughters**. 11.00-11.30 **South and Daughters**. 11.30-12.00 **South and Daughters**. 12.00-12.30 **South and Daughters**. 12.30-1.00 **South and Daughters**. 1.00-1.30 **South and Daughters**. 1.30-2.00 **South and Daughters**. 2.00-2.30 **South and Daughters**. 2.30-3.00 **South and Daughters**. 3.00-3.30 **South and Daughters**. 3.30-4.00 **South and Daughters**. 4.00-4.30 **South and Daughters**. 4.30-5.00 **South and Daughters**. 5.00-5.30 **South and Daughters**. 5.30-6.00 **South and Daughters**. 6.00-6.30 **South and Daughters**. 6.30-7.00 **South and Daughters**. 7.00-7.30 **South and Daughters**. 7.30-8.00 **South and Daughters**. 8.00-8.30 **South and Daughters**. 8.30-9.00 **South and Daughters**. 9.00-9.30 **South and Daughters**. 9.30-10.00 **South and Daughters**. 10.00-10.30 **South and Daughters**. 10.30-11.00 **South and Daughters**. 11.00-11.30 **South and Daughters**. 11.30-12.00 **South and Daughters**. 12.00-12.30 **South and Daughters**. 12.30-1.00 **South and Daughters**. 1.00-1.30 **South and Daughters**. 1.30-2.00 **South and Daughters**. 2.00-2.30 **South and Daughters**. 2.30-3.00 **South and Daughters**. 3.00-3.30 **South and Daughters**. 3.30-4.00 **South and Daughters**. 4.00-4.30 **South and Daughters**. 4.30-5.00 **South and Daughters**. 5.00-5.30 **South and Daughters**. 5.30-6.00 **South and Daughters**. 6.00-6.30 **South and Daughters**. 6.30-7.00 **South and Daughters**. 7.00-7.30 **South and Daughters**. 7.30-8.00 **South and Daughters**. 8.00-8.30 **South and Daughters**. 8.30-9.00 **South and Daughters**. 9.00-9.30 **South and Daughters**. 9.30-10.00 **South and Daughters**. 10.00-10.30 **South and Daughters**. 10.30-11.00 **South and Daughters**. 11.00-11.30 **South and Daughters**. 11.30-12.00 **South and Daughters**. 12.00-12.30 **South and Daughters**. 12.30-1.00 **South and Daughters**. 1.00-1.30 **South and Daughters**. 1.30-2.00 **South and Daughters**. 2.00-2.30 **South and Daughters**. 2.30-3.00 **South and Daughters**. 3.00-3.30 **South and Daughters**. 3.30-4.00 **South and Daughters**. 4.00-4.30 **South and Daughters**. 4.30-5.00 **South and Daughters**. 5.00-5.30 **South and Daughters**. 5.30-6.00 **South and Daughters**. 6.00-6.30 **South and Daughters**. 6.30-7.00 **South and Daughters**. 7.00-7.30 **South and Daughters**. 7.30-8.00 **South and Daughters**. 8.00-8.30 **South and Daughters**. 8.30-9.00 **South and Daughters**. 9.00-9.30 **South and Daughters**. 9.30-10.00 **South and Daughters**. 10.00-10.30 **South and Daughters**. 10.30-11.00 **South and Daughters**. 11.00-11.30 **South and Daughters**. 11.30-12.00 **South and Daughters**. 12.00-12.30 **South and Daughters**. 12.30-1.00 **South and Daughters**. 1.00-1.30 **South and Daughters**. 1.30-2.00 **South and Daughters**. 2.00-2.30 **South and Daughters**. 2.30-3.00 **South and Daughters**. 3.00-3.30 **South and Daughters**. 3.30-4.00 **South and Daughters**. 4.00-4.30 **South and Daughters**. 4.30-5.00 **South and Daughters**. 5.00-5.30 **South and Daughters**. 5.30-6.00 **South and Daughters**. 6.00-6.30 **South and Daughters**. 6.30-7.00 **South and Daughters**. 7.00-7.30 **South and Daughters**. 7.30-8.00 **South and Daughters**. 8.00-8.30 **South and Daughters**. 8.30-9.00 **South and Daughters**. 9.00-9.30 **South and Daughters**. 9.30-10.00 **South and Daughters**. 10.00-10.30 **South and Daughters**. 10.30-11.00 **South and Daughters**. 11.00-11.30 **South and Daughters**. 11.30-12.00 **South and Daughters**. 12.00-12.30 **South and Daughters**. 12.30-1.00 **South and Daughters**. 1.00-1.30 **South and Daughters**. 1.30-2.00 **South and Daughters**. 2.00-2.30 **South and Daughters**. 2.30-3.00 **South and Daughters**. 3.00-3.30 **South and Daughters**. 3.30-4.00 **South and Daughters**. 4.00-4.30 **South and Daughters**. 4.30-5.00 **South and Daughters**. 5.00-5.30 **South and Daughters**. 5.30-6.00 **South and Daughters**. 6.00-6.30 **South and Daughters**. 6.30-7.00 **South and Daughters**. 7.00-7.30 **South and Daughters**. 7.30-8.00 **South and Daughters**. 8.00-8.30 **South and Daughters**. 8.30-9.00 **South and Daughters**. 9.00-9.30 **South and Daughters**. 9.30-10.00 **South and Daughters**. 10.00-10.30 **South and Daughters**. 10.30-11.00 **South and Daughters**. 11.00-11.30 **South and Daughters**. 11.30-12.00 **South and Daughters**. 12.00-12.30 **South and Daughters**. 12.30-1.00 **South and Daughters**. 1.00-1.30 **South and Daughters**. 1.30-2.00 **South and Daughters**. 2.00-2.30 **South and Daughters**. 2.30-3.00 **South and Daughters**. 3.00-3.30 **South and Daughters**. 3.30-4.00 **South and Daughters**. 4.00-4.30 **South and Daughters**. 4.30-5.00 **South and Daughters**. 5.00-5.30 **South and Daughters**. 5.30-6.00 **South and Daughters**. 6.00-6.30 **South and Daughters**. 6.30-7.00 **South and Daughters**. 7.00-7.30 **South and Daughters**. 7.30-8.00 **South and Daughters**. 8.00-8.30 **South and Daughters**. 8.30-9.00 **South and Daughters**. 9.00-9.30 **South and Daughters**. 9.30-10.00 **South and Daughters**. 10.00-10.30 **South and Daughters**. 10.30-11.00 **South and Daughters**. 11.00-11.30 **South and Daughters**. 11.30-12.00 **South and Daughters**. 12.00-12.30 **South and Daughters**. 12.30-1.00 **South and Daughters**. 1.00-1.30 **South and Daughters**. 1.30-2.00 **South and Daughters**. 2.00-2.30 **South and Daughters**. 2.30-3.00 **South and Daughters**. 3.00-3.30 **South and Daughters**. 3.30-4.00 **South and Daughters**. 4.00-4.30 **South and Daughters**. 4.30-5.00 **South and Daughters**. 5.00-5.30 **South and Daughters**. 5.30-6.00 **South and Daughters**. 6.00-6.30 **South and Daughters**. 6.30-7.00 **South and Daughters**. 7.00-7.30 **South and Daughters**. 7.30-8.00 **South and Daughters**. 8.00-8.30 **South and Daughters**. 8.30-9.00 **South and Daughters**. 9.00-9.30 **South and Daughters**. 9.30-10.00 **South and Daughters**. 10.00-10.30 **South and Daughters**. 10.30-11.00 **South and Daughters**. 11.00-11.30 **South and Daughters**. 11.30-12.00 **South and Daughters**. 12.00-12.30 **South and Daughters**. 12.30-1.00 **South and Daughters**. 1.00-1.30 **South and Daughters**. 1.30-2.00 **South and Daughters**. 2.00-2.30 **South and Daughters**. 2.30-3.00 **South and Daughters**. 3.00-3.30 **South and Daughters**. 3.30-4.00 **South and Daughters**. 4.00-4.30 **South and Daughters**. 4.30-5.00 **South and Daughters**. 5.00-5.30 **South and Daughters**. 5.30-6.00 **South and Daughters**. 6.00-6.30 **South and Daughters**. 6.30-7.00 **South and Daughters**. 7.00-7.30 **South and Daughters**. 7.30-8.00 **South and Daughters**. 8.00-8.30 **South and Daughters**. 8.30-9.00 **South and Daughters**. 9.00-9.30 **South and Daughters**. 9.30-10.00 **South and Daughters**. 10.00-10.30 **South and Daughters**. 10.30-11.00 **South and Daughters**. 11.00-11.30 **South and Daughters**. 11.30-12.00 **South and Daughters**. 12.00-12.30 **South and Daughters**. 12.30-1.00 **South and Daughters**. 1.00-1.30 **South and Daughters**. 1.30-2.00 **South and Daughters**. 2.00-2.30 **South and Daughters**. 2.30-3.00 **South and Daughters**. 3.00-3.30 **South and Daughters**. 3.30-4.00 **South and Daughters**. 4.00-4.30 **South and Daughters**. 4.30-5.00 **South and Daughters**. 5.00-5.30 **South and Daughters**. 5.30-6.00 **South and Daughters**. 6.00-6.30 **South and Daughters**. 6.30-7.00 **South and Daughters**. 7.00-7.30 **South and Daughters**. 7.30-8.00 **South and Daughters**. 8.00-8.30 **South and Daughters**. 8.30-9.00 **South and Daughters**. 9.00-9.30 **South and Daughters**. 9.30-10.00 **South and Daughters**. 10.00-10.30 **South and Daughters**. 10.30-11.00 **South and Daughters**. 11.00-11.30 **South and Daughters**. 11.30-12.00 **South and Daughters**. 12.00-12.30 **South and Daughters**. 12.30-1.00 **South and Daughters**. 1.00-1.30 **South and Daughters**. 1.30-2.00 **South and Daughters**. 2.00-2.30 **South and Daughters**. 2.30-3.00 **South and Daughters**. 3.00-3.30 **South and Daughters**. 3.30-4.00 **South and Daughters**. 4.00-4.30 **South and Daughters**. 4.30-5.00 **South and Daughters**. 5.00-5.30 **South and Daughters**. 5.30-6.00 **South and Daughters**. 6.00-6.30 **South and Daughters**. 6.30-7.00 **South and Daughters**. 7.00-7.30 **South and Daughters**. 7.30-8.00 **South and Daughters**. 8.00-8.30 **South and Daughters**. 8.30-9.00 **South and Daughters**. 9.00-9.30 **South and Daughters**. 9.30-10.00 **South and Daughters**. 10.00-10.30 **South and Daughters**. 10.30-11.00 **South and Daughters**. 11.00-11.30 **South and Daughters**. 11.30-12.00 **South and Daughters**. 12.00-12.30 **South and Daughters**. 12.30-1.00 **South and Daughters**. 1.00-1.30 **South and Daughters**. 1.30-2.00 **South and Daughters**. 2.00-2.30 **South and Daughters**. 2.30-3.00 **South and Daughters**. 3.00-3.30 **South and Daughters**. 3.30-4.00 **South and Daughters**. 4.00-4.30 **South and Daughters**. 4.30-5.00 **South and Daughters**. 5.00-5.30 **South and Daughters**. 5.30-6.00 **South and Daughters**. 6.00-6.30 **South and Daughters**. 6.30-7.00 **South and Daughters**. 7.00-7.30 **South and Daughters**. 7.30-8.00 **South and Daughters**. 8.00-8.30 **South and Daughters**. 8.30-9.00 **South and Daughters**. 9.00-9.30 **South and Daughters**. 9.30-10.00 **South and Daughters**. 10.00-10.30 **South and Daughters**. 10.30-11.00 **South and Daughters**. 11.00-11.30 **South and Daughters**. 11.30-12.00 **South and Daughters**. 12.00-12.30 **South and Daughters**. 12.30-1.00 **South and Daughters**. 1.00-1.30 **South and Daughters**. 1.30-2.00 **South and Daughters**. 2.00-2.30 **South and Daughters**. 2.30-3.00 **South and Daughters**. 3.00-3.30 **South and Daughters**. 3.30-4.00 **South and Daughters**. 4.00-4.30 **South and Daughters**. 4.30-5.00 **South and Daughters**. 5.00-5.30 **South and Daughters**. 5.30-6.00 **South and Daughters**. 6.00-6.30 **South and Daughters**. 6.30-7.00 **South and Daughters**. 7.00-7.30 **South and Daughters**. 7.30-8.00 **South and Daughters**. 8.00-8.30 **South and Daughters**. 8.30-9.00

Executive Editor
Kenneth Fleet

STOCK MARKET

FT 30 Share
1279.3 (+16.6)
FT-SE 100
1588.4 (+15.6)
Bargains
20542 (26389)
USM (Datastream)
126.52 (+0.29)

THE POUND

US dollar
1.7950 (-0.0030)
W German mark
2.9688 (-0.0005)
Trade-weighted
75.7 (-0.1)

Cash offer
ruled out
by Benlox

There will be no cash alternative to Benlox Holdings' £1 billion takeover bid for Sir Terence Conran's Storehouse group.

Under City takeover rules, Benlox had until midnight last night to come up with a cash offer, but in a statement after the market closed last evening, the tiny engineering group said that, after careful consideration, it had chosen not to revise the terms of its bid.

It would however be allowed to change its mind if it won boardroom approval from Storehouse, or if a rival bidder emerged.

Carlton up 6%

Shares in the fast-growing media services group, Carlton Communications, soared 6 per cent on better-than-expected results for the year to end-September, with profits up from £18.8 million to £23.7 million. *Times, page 26*

Parkdale deal

Parkdale Holdings, the property group, is paying a maximum initial consideration of £3.25 million for Clifford Barnett, a property development company.

Profits jump

Pretax profits have almost doubled at the Reed Executive employment agency network in the half year to end-September, from £2.62 million to £5.01 million. The interim dividend was up from 0.4p (adjusted) to 0.5p.

SUMMARY

STOCK MARKETS

New York	1785.48 (+18.74)
Dow Jones	1785.48 (+18.74)
Nikkei Average	22586.52 (+86.88)
Hong Kong	1894.94 (+8.28)
Hang Seng	1894.94 (+8.28)
Amsterdam	1950.0 (+1.7)
Sydney	1282.5 (+13.3)
Frankfurt	1282.5 (+13.3)
Commerzbank	1282.5 (+13.3)
General	3551.1 (+35.0)
Paric CAC	271.8 (+6.5)
Paric S&A Gen	407.80 (+6.40)
London	
FT-A All-Share	1588.4 (+15.6)
FT-100	1588.4 (+15.6)
FT-30	1279.3 (+16.6)
FT-100 Index	96.75 (+0.15)
FT-30 Index	99.04 (+0.54)

Recent Issues

Closing prices

MAIN PRICE CHANGES

REBS	987.5p (+21p)
BICC	330.0p (+10p)
Argyll	175.0p (+10p)
Kilworth Benson	300.0p (+10p)
Britvic	180.0p (+10p)
Howard Holdings	55.0p (+1p)
Costs Virella	241.0p (+14p)
Grand Met	291.0p (+10p)
Morgan Grenfell	225.0p (+10p)
Racal	735.0p (+21p)
Britannia Sec	174.0p (+10p)
Tate & Lyle	55.0p (+1p)
Carton Comm	585.0p (+32p)
Fisons	234.0p (+11p)
WH Smith	303.0p (+11p)
Reed Int	355.0p (+12p)
S&W Berisford	289p (+14p)

FALLS

Storehouse

Williams Holdings

Almeco

Closing prices

INTEREST RATES

London Bank Base 8 1/8%

3-month interbank 8 1/8-1/2%

3-month eligible bills 8 1/8-1/2%

buying rate

US Prime Rate 8 1/8%

Federal Funds 6 1/8%

3-month Treasury bills 5.5-5.57%

30-year bonds 97 1/2-97 3/4%

CURRENCIES

London

New York

E \$1.7950

E DM2.9688

E SfrF1.3655

E FF10.1597

E FF5.6850

E Yen238.20

E Yen132.80

E Index75.7

ECU 20.68980

SDR 16.75330

GOLD

London

New York

AM \$420.80 pm \$481.15

OZS \$481.75-482.25 (268.25-268.75)

New York

Comex \$480.80-481.30

NORTH SEA OIL

Brent (Jan.) pm \$18.00bbl (\$17.17)

Denotes latest trading price

Brent 26 1/2

Wall Street 26

Commodities 29

Foreign Exchange 29

Money Market 29

USM Prices 29

Legrand bid tops RTZ's price

£255m French
offer for MK

By CHIT Feldham

MK Electric, the plugs and sockets group, was the centre of an international tug of war last night after the French electrical group Legrand launched a £255 million takeover bid, topping an earlier offer from RTZ Corporation, the British industrial and mining company.

MK, which had been expecting the rival offer since talks broke down with Legrand last week, said it could not recommend the terms of 660p a share because they failed to reflect the "unique value" of the business and its excellent prospects.

RTZ, which is sitting on a 22 per cent share stake in MK and has an offer of 550p on the table, said it could make no decision until it had examined the terms of the latest offer. Market sources believe RTZ will be unwilling to raise its initial offer so substantially and may be tempted to take its profits.

In the stock market MK shares rose 6p to 667p. Earlier this year the shares stood at 345p.

Legrand, which has built up a 9.3 per cent stake in MK, put the offer of 660p to the MK

board on Thursday night in the hope of securing a recommendation.

Yesterday M Francois Grappotte, the Legrand deputy chairman, made it clear that he believes the British firm would still prefer a takeover with his company.

He said: "The MK Electric management has never expressed any doubts about the industrial logic of a combination of Legrand and MK Electric. Our price is generous if you make the comparison with the only other offer on the table."

He said MK's strength in Britain had been the supply of products with domestic and commercial uses, while Legrand's limited British business had been mainly in the industrial end of the market.

Both companies served their customers through leading British electrical wholesalers, while outside Britain Legrand's presence would create new export opportunities for MK.

However, last night Mr Roger Leverton, the MK chief executive, insisted the offer from Legrand was still "wide of the mark".

He said: "The very fact that

Legrand is offering 25 per cent more than RTZ indicates how ludicrous that offer was. But Legrand is still not recognizing the value of the business they are attempting to buy, and the work that has been put into it during the last three years."

Mr Leverton also cast doubts on Legrand's ability to pay for the acquisition, and the effect it could have on their own position to develop MK.

He said: "Borrowing £250 million to buy us will stretch their gearing to 1.7 times equity, which is high. With that sort of gearing will they have the resources to develop MK and keep all the parts together? That is what concerns us."

Meanwhile, there was still confusion surrounding the extraordinary events last week when MK entered into talks with the "friendly" West German group Siemens, which then abruptly called them off. It later emerged that Siemens had been talking to Legrand at the same time.

Mr Grappotte yesterday insisted there had been no agreement with Siemens, and the talks had concerned purely trading arrangements.

Brewer's
profits up
by 18%

By Alexandra Jackson

Better-than-average volumes, sound cost control and increased market share contributed to an 18.3 per cent increase in profits last year at Wolverhampton & Dudley, a leading regional brewer, according to Mr David Thompson, the managing director.

Pretax profits increased from £18.8 million to £22.3 million, including a near-trebling of profits on property disposals of £519,000. Trading margins, excluding property, widened from 16.5 to 17.7 per cent.

Turnover rose by 9 per cent to £123.3 million. Earnings per share, excluding property, rose by 24 per cent to 21.9p. Including property, the growth was 26 per cent. A final dividend of 4.03p was declared, making 5.85p for the year, up by 20 per cent.

Both ale and lager volumes were ahead, in an industry where the ale decline continued but lager demand grew. Prices were 4.6 per cent ahead. Lager still accounts for less than 20 per cent of Wolverhampton's beer sales.

Blue Circle offers
£217m for Birmid

By Colin Campbell

Blue Circle last night formalized a full cash bid for Birmid Quacast at 300p a share, valuing the lawn mower to boiler group at £217 million, after exploratory talks between the two companies dramatically broke down over the price late yesterday afternoon.

Birmid Quacast immediately rejected the 300p offer as inadequate. Its share price was 313p last night, 2p up on the day.

Blue Circle, stalling Birmid for some time, holds 9.3 per cent while M&G owns about 17 per cent. Blue Circle had earlier in the day met Birmid executives hoping to win a recommended offer. Blue Circle admitted last night that "no progress was made towards agreement on a recommended offer".

At that point, Birmid left the negotiating table, and Blue Circle formalized its cash bid, with a loan note alternative. Although 300p compares favourably with the Birmid market price of 200p before Blue Circle's 2.3 per cent stake in Birmid was made public on November 26, it is 4 per cent

below Birmid's closing price last night.

The City has questioned the industrial logic behind Blue Circle's move as it has a poor history in non-cement interests.

A price of at least 350p had been considered as a more plausible sighting shot. Some analysts suggested, however, that institutions might well be tempted by cash on the table.

But Mr Alan Emson, Birmid finance director, reiterated there was no logic in the bid. He said the price was "crazy" and that because of earnings and growth potential, shareholders should sit tight.

Mr David Poole, Blue Circle managing director, said the 300p bid fully reflected Birmid's earnings potential. He said Blue Circle would be able to bring Birmid substantial financial resources and that it would be an "excellent fit" with its own Armitage Shanks, the bathroom products manufacturer.

The proposed bid, Mr Poole said, was an important step in Blue Circle's strategy of extending its interests in the home improvements markets.

Williams buys paint group for £133m

By John Bell, City Editor

Williams Holdings, the fast-expanding industrial holding group, returned to its acquisitive ways yesterday when it bought a £133 million paint group of the paint group Berger, Jenson & Nicholson. The deal brings to Williams the Magico, Broloc and Robbiac brands and raises its share of the British decorative paints market from 14 per cent to 23 per cent.

Apart from own label suppliers, only ICI, with 29 per cent, has a larger market share.

Mr Nigel Rudd, Williams chairman, said the acquisition marked a significant strategic advance. "It increases the emphasis of the group towards the manufacture and marketing of building and consumer products with strong brand names," he added.

In June, Williams bought Reed International's paint and do-it-yourself division, best known for its Crown Paints and Polycell decorating products, for more than £250 million.

Yesterday's sale of BJN marks a significant withdrawal from the retail end of the paint market by the German chemicals and pharmaceuticals group, Hoechst. BJN was acquired by Hoechst in 1969 with the aim of building it into one of the group's core activities.

But after a period of recent losses and low margin trading, in a market dominated by bulk manufacturers of commodity paints, Hoechst has been grooming BJN for a disposal.

BJN last year made pre-interest profits of £6.26 million, on sales of £261 million. Williams, however, sees considerably greater profit potential.

Mr Brian McGowan, Williams managing director, said preliminary talks with Hoechst began last summer after the purchase of assets from Reed. Terms had been renegotiated in the light of the equity market collapse in mid-October. Mr McGowan expected BJN to make £14 million this year, despite continuing losses on the Australian paint operations of about £5 million.

Apart from the benefits of owning the Berger paint brands, yesterday's deal takes Williams into wood preservatives through the market leader, Cuprinol. Other spin-offs include the 100 distribution centres operated by BJN and the trade investment of 20 per cent of AG Stanley, the F&S do-it-yourself retail chain.

Mr McGowan would not discuss the integration of BJN with Williams in detail. But it is clear that the group sees substantial savings in overheads, distribution costs and manufacturing efficiencies.

He said: "Adding back the Australian losses, BJN is capable of making around £20 million. And that is before we really get to work." Financial benefits of the acquisitions include sizeable tax losses in Britain and Australia.

Analysts were looking for profits of about £55 million this year and £85 million next before the BJN acquisition.

turnover by 20 per cent to about £540 million. Pizza parlours are catching up fast, now accounting for annual sales of about £310 million. The chicken and chips trade has an estimated turnover of about £175 million.

"People are becoming more health-conscious and there is likely to be a continuing shift away from meat," said one analyst yesterday.

Accurate figures for such a fragmented industry are notoriously difficult to compile, but all the evidence seems to suggest that while the traditional fish and chip shops continue to lose ground, the new-style entrants into the fast food market, such as operators offering Mexican dishes, are gaining ground rapidly.

The future looks likely to be dominated by groups like United Biscuits - which owns Pizzaland - and Whitebread, which operates Pizza Hut, and now Trusthouse Forte who have the resources to promote and exploit brand names.



TV rental still the biggest earner: Alex Bernstein, chairman of Granada yesterday

Granada soars to £111m profit

By Carol Ferguson

Turnover soared past £1 billion at Granada Group last year for the first time in the lease combine's history. Pre-tax profits also exceeded £100 million for the first time, jumping 20 per cent to £111.1 million.

Granada yesterday also revealed that the formal offer document detailing its £250 million bid for Electronic Rentals was despatched to shareholders last night. A decision on whether the bid should be referred to the Monopolies and Mergers Commission must be made within three weeks.

Granada's biggest earner was still television and video rental which contributed £65.8 million. In spite of a 5 per cent drop in the

customer base, profits from this division increased 10 per cent. This was due to continued progress in reducing the cost base, the integration of Wiggall's rental accounts during the year and the benefit of the first full year of retail.

Mr Derek Lewis, Granada managing director, said retail sales represented a quarter of turnover through its rental outlets. He added: "We expect further growth in retail sales, but not much this year while rental business will decline." He expected growth in the future from the rental of satellite reception equipment and camcorders.

Granada has 20 per cent of the British rental market while Electronic Rentals has 15 per

cent, giving the combined group 35 per cent compared with Thorn, the market leader, which has 40 per cent. Mr Lewis said the distinction between rental and retail had become blurred and it was more appropriate to look at the total market for television and video where its market share was much smaller.

Profits from Granada's television broadcasting and programme production division rose by 15 per cent to £20.8 million, mainly due to 14 per cent growth in advertising revenues. Mr Lewis gave warning that this year had not started as well as last year and he expected growth in advertising revenue to be less than 10 per cent. But he expected to do better than the industry

average because of a recovery in market share.

Mr Lewis said acquisitions made only a small contribution last year, with the exception of its smallest division, computer maintenance.

Electronic Rentals also announced its interim results yesterday. It revealed pretax profits up 53 per cent at the interim stage, on turnover down 3 per cent.

Profits from consumer electronics rose 18 per cent to £8.1 million. Electronic Rentals has omitted the interim dividend in view of the Granada offer. If the offer should lapse, an unchanged 1.667p net dividend will be declared.

Granada increased its dividend by 15 per cent to 9.8p net. *Times, page 26*

B&C poised to
win Abaco

Abaco Investments, the fast growing financial services company, was yesterday locked in bid talks which are expected to lead to an agreed offer from British & Commonwealth. Abaco's shares were suspended at 54p pending an announcement today.

British & Commonwealth, the financial services group, already owns 27.45 per cent of Abaco and has close boardroom links.

Abaco was valued at £142 million yesterday.

Shops expect sales boom

By David Smith, Economics Correspondent

Retailers appear to be set fair for a record Christmas, with official statistics showing that the stock market crash has had little impact on consumers.

Final retail sales for October showed a 0.9 per cent rise, slightly better than the provisional estimates. The index of retail sales volume, at 1330 (1980=100), was at a record high.

In the August-October period, sales were 2.9 per cent up on the previous three months, and 6.3 per cent up on a year.

earlier. The Department of Trade and Industry officials said the rise over the latest quarter probably overstated the underlying growth trend, and that a better indication was provided by the 3 per cent rise in the latest six months, compared with the previous six months.

Even so, an underlying growth rate of about 6 per cent, on an annual basis, is strong by historical standards. The weekly value of sales in October was £2.03

billion, 8.6 per cent up on October 1986.

Credit growth remained strong, with the amount outstanding on consumer credit agreements up by £412 million to £22.32 billion, a similar increase to September's. The amount of new credit to consumers fell to £2.97 billion, from the record £3.23 billion of September. Officials said there were a large number of special credit deals available for car buyers in September, but most of these did not continue into October.

Berisford up to £87m

S&W Berisford, the food manufacturing, financial services, property and commodities group which has just escaped a takeover bid from Associated British Foods, made pretax profits before exceptional items of £87.5 million in the year to end-September, a 25 per cent increase.

Next halts Allens sale

Next, the high street retail group, has removed the "for sale" board from its Allens chemists subsidiary which it acquired as part of the £330 million purchase of Combined English Stores in July.

The sale has been aborted because of the stock market crash. This meant that none of

the long queue of interested buyers that had gathered at the door of Lazard Brothers the merchant bank handling the sale, was willing to pay the minimum price.

Interested parties had originally submitted price indications for the 105-shop chemists chain which were in line with its own valuation.

HERE'S THE
CONFIDENTIAL SOLUTION
TO YOUR CASH FLOW
PROBLEM.

You operate an efficient sales ledger system and your credit control works well, but cash flow is still a succession of ups and downs.

What you need is a release of cash within your business - and Confidential Factoring with H&H will provide it.

It will enable you to raise finance on your sales invoices right away, while leaving customers completely unaware of the arrangement.

And day-to-day sales ledger and credit control functions remain entirely in your own capable hands.

CASH AS YOU INVOICE

As you issue your sales invoices, you can draw up to 80% of their value in cash from us. The balance (less our charges) is made available to you when your customer makes settlement.

You may wish to use the funds to take advantage of supplier settlement discounts or to increase or broaden the range of your stocks.

Then again you may want to reduce your bank borrowing or you may just want the comfort of knowing that your growth will not be threatened by an unreliable cash flow.

CLOSE UNDERSTANDING

Formed in 1964 and backed by one of the world's major financial institutions, H&H was among the pioneers of factoring in Britain.

Over the years, in providing a friendly, personalised service to clients throughout the UK, we have developed a close understanding of the needs of growing companies.

WHO CAN BENEFIT?

Confidential Factoring is best suited to well established companies with turnovers of £½ million or more, but H&H's complete range of factoring services provides the answer for small, medium and large companies.

For more information, contact us now in complete confidence, of course.

H&H
FACTORS LTD

PART OF THE WORLD'S LARGEST FACTORING ORGANIZATION

Randolph House, 10-18 Wellesley Road, Epsom, Surrey E9 4JF
Tel: 01-681 2611 Contact: Alan Walker Regional Offices in Stockport, Bristol, Birmingham, Glasgow

BUSINESS ROUNDUP

Queens Moat Houses steps up expansion

Queens Moat Houses, the hotel chain, stepped up the pace of expansion yesterday by announcing a series of deals. The company is paying £1.7 million for the 63-bedroom Almond Brook Hotel at Standish, near Wigan, which is suitable for conversion to a conference centre.

At the same time it has started work on a £5.5 million four-star hotel in Sheffield and has acquired land to build a 200-bedroom hotel outside Ashford in Kent which will serve Channel tunnel business. The £15 million cost of building will be financed by a Business Expansion Scheme issue. Queens Moat is also buying a property development and construction group, Taylor Williams Holdings, for £4.3 million, plus extra payments up to a total of £8 million.

Cookson in acquisition

Cookson Group, the specialist metals and chemicals company, has acquired 75 per cent of Colourfast Plastics, which is based at Eccles, Manchester. The price has not been disclosed but is not significant to the net assets of Cookson. Colourfast Plastics manufactures coloured and additive masterbatches and special compounds for the plastics industry.

Sterling posts first-half gain

Buoyant sales of advertising space helped Sterling Publishing to post its first-ever first-half profit. Its publishing cycle is heavily weighted towards February and March. Pre-tax profits to September 30 rose to £202,000 from a loss of £174,000. There is no interim dividend but the company says the final payout will not be less than last year's 2.2p.

Stirling rises to £1.8m

Stirling Group, the manufacturer of women's clothes and one of the main suppliers to Marks and Spencer, reported profits before tax of £1.8 million in the half year to the end of September, a rise of 11.4 per cent. Sales rose by 3 per cent to £19.3 million. The company says it has a full order book for spring garments.

Stirling Group supplies Marks and Spencer with skirts, dresses, coats, swimwear and dressing gowns. The company says its balance sheet remains strong and it is looking for acquisition opportunities for its cash resources. It is also seeking shareholder approval to buy up to 14.9 per cent of its own shares. The interim dividend was raised to 0.5p from 0.425p.

P&O's Japan share sale

P&O, the shipping and property group, is raising £23.5 million from the Japanese through a Tokyo share sale. The move is connected with the group's application for a Tokyo listing. The issue consists of £5 million of deferred stock, comprising £2.5 million of new equity and £2.5 million of stock owned by a P&O associate.

Beaverco up to £560,000

Beaverco, the Yorkshire polyurethane foam manufacturer, lifted pre-tax profits from £437,000 to £560,000 in the six months to the end of September on a turnover which went up from £7.6 million to £9.6 million. Earnings per share rose from 4.6p to 5.6p, but the interim dividend stays the same at 1.7p a share.

GGT ahead at £1.5m

Gold Greenless Trot, the advertising agency which recently acquired a 30 per cent stake in Cohn management consultants, lifted its pre-tax profits from £1.02 million to £1.49 million in the six months to October 31. Turnover was £26.57 million. The interim dividend was increased by 25 per cent to 1.5p.

GGT says that while new accounts have boosted business volume, the results for the second half are unlikely to exceed significantly those for the first six months. The company's earnings per share rose from 7.22p to 10.35p.

STOCK MARKET

Indexes forge ahead despite low investor confidence

By Geoffrey Foster

The last full Stock Exchange account of 1987 got off to a quietly firm start yesterday. Investment enterprise remained at a low ebb with many investors not having the enthusiasm or the confidence to buy shares until the US budget deficit-cutting measures receive Congressional approval and the dollar shows any sign of a sustained recovery.

Nevertheless, a few institutional fund managers were brave enough to dip their toes into the water, obviously impressed by the dollar's steadier showing on foreign exchange markets. Dollar-earners were obviously the main beneficiaries and showed some double-figure gains, but the best levels were not held as support failed to follow through into the afternoon, despite the firmer opening to trading on Wall Street yesterday.

The FT-SE 100 index failed to re-establish itself above the 1,600 level, touching 1,602.6, with a rise of 19.8 just after lunch, before drifting back to end the session 13.6 points at 1,598.4. The FT index of 30 shares closed 16.6 higher at 1,279.3.

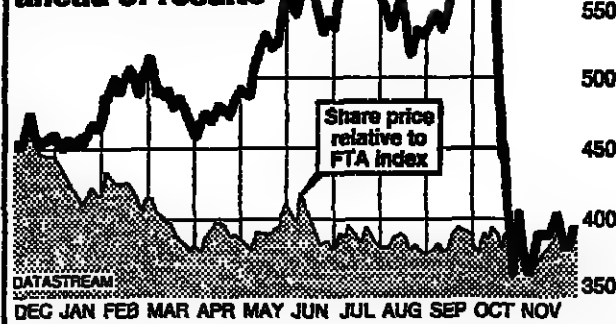
Dealers remained sceptical about the market's performance yesterday with one suggesting that it was a typical first day of the account with market-makers tempting buyers in before marking prices lower later and another — possibly a "stale bull" — saying that it was the start of the traditional market run-up to Christmas.

The gilt-edged market, unsettled on Friday by vague talk of a market-maker unloading stock to alleviate financial difficulties, continued to trade nervously. Inflationary worries also affected sentiment and closing falls ranged to 2½.

Grand Metropolitan, the drinks, food and hotels group, made a firm showing, closing 12p higher at 393p, as investors began to take an optimistic view ahead of the group's preliminary results which are scheduled for December 17. More than 1 million shares changed hands.

Analysts are now generally of the opinion that the shares fell too far in the crash — from £6 to £3.50 — on fears about the group's exposure to the

GRAND METROPOLITAN: shares perk up ahead of results



dollar and that, with a US budget deficit package having been agreed, fund managers should put them back on their "buy" lists.

Mr James Donaldson, an analyst at Greenwell Montagu Research, the broker, definitely believes that the shares are cheap and in forecasting good figures next week. He predicts a 25 per cent increase in annual pre-tax profits to £460 million and a 13 per cent net dividend rise to 11.6p from 10.25p.

He says that prospects for the group are excellent. The group's US interests — dog food, soft drinks and spectacles — would not be affected by a recession, only by the exchange rate. This, too, will probably delay, but not prevent, a dynamic recovery in hotels. This year's acquisition

of Shares of Corton Beach, the rapidly-expanding Third Market company, close to £5.5p despite further expansion of its "Everfresh" meat processing and distribution business. CB's next year-end is January 1988 and already brokers are forecasting a 300 per cent jump in pre-tax profits.

of Heublein, the wines and spirits group from RJR Nabisco, is a top-class addition to the existing strong international Distillers and Vintners and is expected to have contributed to a good second half.

Moreover, Mr Donaldson suggests that once the dollar is perceived to have "bottomed out," Grand Metropolitan will show the market a clean pair of heels.

The shares moved up sharply last month on the news that Trafalgar House, the construction group which also owns the QE2 and the Ritz Hotel, had raised its stake from just below the 50 per cent level to 54 per cent. At the time, Trafalgar said that it was not hostile and that it had no present intention of making a bid and that the stake was "a trade investment."

Nevertheless, one dealer yesterday suggested that Trafalgar House was in the market for more Costain shares and that a full-scale bid was a definite possibility. Costain's housebuilding, property and civil engineering activities are businesses Trafalgar knows well, while it would not mind getting its hands on its coal-mining businesses in Australia and the US.

Pilkington, Britain's largest glass manufacturer, rose by 9p to 194p, after 198p, as nearly 4 million shares changed hands. Interest was stimulated by hopes that the group will produce bumper interim results on Thursday and by speculation that BTR, the automotive conglomerate, will bid again for the company when it is allowed to do so after January 20, 1988.

Mr Angus Pharr, an analyst at County NatWest, is going for first-half pre-tax profits of £118 million against £85.9 million. Since BTR has not sold its stake in Pilkington — and in the light of RITZ's and BCI's recent moves — shares of Pilkington should be held.

Greenwell Montagu Research, meanwhile, rates Pilkington as a "buy" and is forecasting interim pre-tax profits of £132 million. Strong demand for flat glass, together

with prices increases of 7 per cent in August 1986, 11 per cent in December 1986 and 12 per cent in May 1987, accounting for much of the anticipated growth.

Leading retailers regained some composure after recent depression caused by analysts' profit downgrades on fears of poor Christmas sales.

Dixons, the high street electrical goods retailer, which was the first to indicate that the important Christmas trading period had got off to a disappointing start — which prompted leading analysts to cut their full-year profit estimates for the group from £145 million to £135 million — was in the vanguard of the recovery, closing 7p higher at 199p.

Boots, the chemist, rose by 5p to 212p and Marks and Spencer moved up by 8p to 174p. Next, the clothing retailer, jumped by 10p to 252p following the announcement that it had decided not to sell Allens Chemists, part of the Combined English Stores group. Bakers rose by 14p to 33p and Underwoods moved up 11p to 120p — the latter amid vague takeover speculation.

Storehouse, the BHS, Habitat Mothercare, Richards and Heal's group headed by Sir Terence Conran, however, fell by 14p to 22p, as the market waded in vain for Benlok, the

advertising agency, should please James Capel, the broker, forecasts £900,000 pre-tax with £2.2 million pencilled in for the year against £1.23 million. Dealers believe a first-half profit of £1 million-plus is more likely.

small engineering concern, to come up with a cash alternative to its audacious, all-paper offer.

Oil shares perked up ahead of tomorrow's Opec meeting in Vienna and following fresh tension in the Gulf.

BP new shares — which featured strongly last week as the Kuwait Investment Office increased its stake in Britain's largest company (and the third largest oil company in the world) to 12 per cent — attracted another good trade. 51 million shares changed hands — and the close was 0.5p better at 73p.

TEMPUS

Granada tuned for the future

Granada Group, the diversified leisure company, is a bit too diversified for some tastes. Of its four principal divisions, leisure consists of at least four separate business activities, while its fastest growing division, services to business, is still embryonic.

It still earns nearly half its profits from TV and video rentals, and if the Electronic Rentals acquisition is cleared by the Monopolies and Mergers Commission, Granada will reap significant economies of scale.

But the sad fact is that growing consumer affluence has made rental a less attractive option and Granada saw its rental base decline at the industry's average rate of 5 per cent last year.

When satellite television becomes a reality from 1990 on, rental of satellite dishes could give this side of business a new lease of life. Meanwhile, Granada will build up the retail component of ER's turnover to nearer its own 25 per cent.

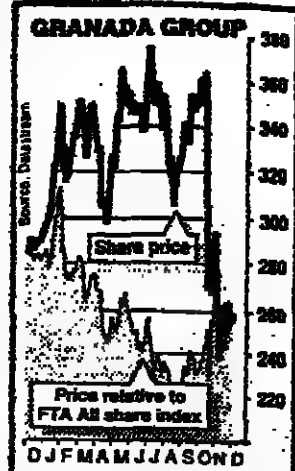
On the television side, buoyant advertising revenues allowed profits to rise by 15 per cent, despite a change in the structure of the rate card which caused a dip in market share last year. Market share has been restored to 11 per cent, but a single-digit profit increase is likely this year.

The two growth areas are leisure and services to business. Leisure, which embraces bingo, motorway services, travel, leisure centres and hotels, saw 37 per cent profits growth last year.

And there can be no quarrel with the performance of services to business, where profits more than tripled.

Apart from TV advertising, Granada is fairly recession-proof. The big worry is that its 70 per cent gearing ratio after the acquisition of Electronic Rentals will hinder further acquisitions. However, the strong cash flows from rentals should allow borrowings to decline to under 50 per cent in two years.

If it wants to buy something sooner, it can always sell its Barranquilla property arm, estimated at more than £100 million.



Carlton

Carlton Communications' air of confidence is not surprising as the group continues to dwarf the competition.

But it is a pity more than £4 million profit from share investments, a near sevenfold increase on the previous year, was included in trading profits without separate mention.

Stripping out this, and about £3 million from acquisitions, the profits advance falls from 79 per cent to about 45 per cent. Impressive, but not quite so impressive.

Yet Carlton is well positioned within the fast growing media services industry. Providing services is still slightly more important than providing products, but the growth in rate of latter is narrowing the gap.

The group's breadth of skills leave it well placed in a soon to be less regulated industry.

The shares have already been big movers following the no doubt coincidental featuring of Carlton by a investors' tip sheet which used to be a subsidiary.

The shares stand on a near 50 per cent premium to the market on estimates of £45 million pre-tax and 40p of earnings.

The rating is probably deserved but dollar exposure and current perception of media-related stocks may delay any noticeable outperformance. Meanwhile the facility to buy-in shares provides support.

Sweeter Berisford

S&W Berisford's pre-tax profits topped best expectations by £2.5 million, but the market was more concerned about the outlook post-Black Monday than the past.

Reassurances that the costs of market turbulence were minimal at about £5 million helped lift the shares 15p to 270p in late afternoon trading. Berisford held £15 million in quoted securities at the end of September, but the contribution from securities will decline this year now that Cresvale is a 25 per cent-owned associate.

Falling interest rates will help the highly-gearing non-food businesses. The interest charge last year fell to £49.1 million from £70.6 million. Off-balance sheet property guarantees also dropped to £37 million from £92 million. The fall in borrowings is expected to go on this year, although at a slower pace.

Commodities, which showed a £4.6 million loss against a £10.4 million profit after interest, should recover. The blitz on provisions against bad debts and the

restructuring of the division are now largely complete. The outlook for financial services and property are uncertain in the present market climate, but food should make another good showing with British Sugar expected to make further headway after last year's bumper crop. Full-year profits could reach £105 million, putting the shares on a prospective p/e ratio of 7.3, assuming tax at 30 per cent. The substantial discount to the food manufacturing sector is probably justified given the uncertainties in Berisford's other businesses.

Bid fever has died away with Associated British Foods not being able to come back for a year, but the potential threat of the sale of its 23.7 per cent stake hangs over the market.

Berisford's greatest attraction at the moment is probably to income funds. The prospective yield, if the total dividend is raised to 16p from 14p, is a generous 8.1 per cent.

NEW INTEREST RATES

Notice to Account Holders

Gross Interest % p.a.	Midland Savings Accounts	Net Interest % p.a.	Gross Equivalent to a Basic Rate Taxpayer % p.a.
With effect from 7 December 1987 the following rates will apply:-			
5.65	Griffin Savers/Number One	4.25	5.82
7.31	High Interest Cheque Account £2,000+	5.50	7.53
7.97	£10,000+	6.00	8.22
7.18	Monthly Income Account £2,000+	5.40	7.40
8.31	Premier Savings Account £5,000+	6.25	8.56
4.32	Saver Plus £100+	3.25	4.45
5.98	£500+	4.50	6.16
6.98	£1,000+	5.25	7.19
5.32	Vector Vector Savings	4.00	5.48
6.98		5.25	7.19
7.00	Clients' Premium Deposit Account £25,000-£99,999	5.27	N/A
7.50	£100,000+	5.64	N/A
With effect from 4 December 1987			
3.32	LIVECash £20+	2.50	3.42
5.32	£100+	4.00	5.48
With effect from 5 January 1988			
3.32	Save and Borrow	2.50	3.42



Midland Bank
Midland Bank plc, 27 Poultry, London EC2P 2BX

London quotation for Lefkochrysos

By Colin Campbell

Lefkochrysos, the South African platinum company already listed on the Johannesburg Stock Exchange, is applying for an official quotation on the London Stock Exchange, and expects London dealings to start on Thursday. In time, listings on the Munich and Brussels exchanges are also planned.

The company hopes to start production before June 1989, with the rate reaching 160,000 tonnes per month in 1990 — equivalent to 6 per cent of South Africa's 1986 platinum production — rising to 360,000 tonnes a month by 1994.

Earnings per share for the period to end-October almost doubled from 6.1p to 12.1p. The company says forward sales are at record levels and that trading since October 1987 this year has been "extremely satisfactory".

The company is paying an interim dividend of 1p, compared with 0.85p in the corresponding half last year.

Berkeley's share price rose 8p yesterday on the stock market to 219p.

Berkeley Group, the house-builder, yesterday turned in bumper half-year results. Profits before tax leaped from £3 million to £7.5 million on the back of a 91.5 per cent rise in turnover to £40.3 million (£21 million).

The company says forward sales are at record levels and that trading since October 1987 this year has been "extremely satisfactory".

Berkeley's share price rose 8p yesterday on the stock market to 219p.

Mining will start in an area where there are reserves of 125 million tonnes at average grades of 5.9 grammes a tonne of total platinum group metals, plus gold.

Mr Loucas Pouroulis, the chairman and one of the company's founders, said in London yesterday that because of the shallowness of mining operations, unit costs will be among the lowest in the South African platinum industry. Phase one of the mine's development is estimated at R305 million (£100 million).

There are various options and cross-payments between the groups, part of which will be MTM acquiring CdFC's majority shareholder in ASAT, a fine chemical manufacturer near Milton, for £3 million — with the option to defer payment until January 1991, in which case the purchase price will be a maximum of £3.9 million.

MTM, formerly known as Marlborough Technical Management, is seeking shareholder approval at an extraordinary general meeting on December 23 for a venture with the French state-owned CdF Chimie, whereby both will jointly own a new European, specialized organic chemical company.

There are various options and cross-payments between the groups, part of which will be MTM acquiring CdFC's majority shareholder in ASAT, a fine chemical manufacturer near Milton, for £3 million — with the option to defer payment until January 1991, in which case the purchase price will be a maximum of £3.9 million.

ALPHA STOCKS

Vol '000	Vol '000	Vol '000	Vol '000
Abbey 881	Quila 3,104	Land Sec 199	Rowntree 82
Ad-Lyons 3,042	CU 2,180	Laporte 16	Royal Bank 1,354
ASDA 3,427	Cow Gold 789	Lloyds 1,798	Royal Ind 1,875
AB Foods 97	Codnam 35	Lloyds 911	Saxony 307
AG 48	Courtauld 185	Lloyds 3,547	Selhurst 1,017
AG 415	Deagay 158	Lloyds 284	Scott & N 1,528
AG 281	Dea 243	Lloyds 243	Scott & N 3,524
AG 570	Dea 814	Lloyds 3,348	Sedgwick 770
AG 281	Dea 150	Lloyds 72	Shell 353
AG 1,590	Dea 150	Lloyds 548	Smith & N 316
AG 1,590	Dea 1,082	Lloyds 54	Star Chart 349
AG 521	Dea 90	Lloyds 305	Star Chart 2,481
AG 521	Dea 3,528	Lloyds 1,415	Star Chart 407
AG 3,159	Dea 1,202	Lloyds 418	Tarmac 851
AG 909	Dea 1,779	Lloyds 272	Tate & Lyle 124
AG 305	Dea 1,457	Lloyds 258	Tate & Lyle 542
AG 713	Dea 146	Lloyds 4,077	Tesco 299
AG 3,185	Dea 377	Lloyds 3,891	Thorn EM 612
AG 2,389	Dea 580	Lloyds 155	Thorn EM 701
AG 333	Dea 72	Lloyds 617	Thorn EM 701
AG 5,791	Dea 1,057	Lloyds 188	Thorn EM 701
AG 6,034	Dea 1,120	Lloyds 256	Thorn EM 701
AG 1,425	Dea 480	Lloyds 488	Thorn EM 701
AG 5,374	Dea 1,747	Lloyds 1,261	Thorn EM 701
AG 226	Dea 1,248	Lloyds 382	Thorn EM 701
AG 68	Dea 1,248	Lloyds 382	Thorn EM 701
AG 1,773	Dea 1,248	Lloyds 382	Thorn EM 701
AG 5,122	Dea 1,248	Lloyds 382	Thorn EM 701
AG 382	Dea 1,248	Lloyds 382	Thorn EM 701

Robertson higher at half time

By Lawrence Lever

The Robertson Group, the geological and agricultural services company, yesterday unveiled half-year pre-tax profits of £3.1 million, compared with £2.8 million in the corresponding half last year.

Turnover for the six months to September 30 rose to £15 million from £10.36 million, swelled by a first-time contribution from Lawrence Gould, the USM-quoted agricultural consultant which Robertson acquired for £3.7 million in June.

Mr Lionel Cook, chairman, says he is confident of "reporting further solid progress for the year as a whole".

Earnings per share increased to 6.9p from 6.6p and the company is increasing the interim dividend from 0.8p to 0.9p.

NatWest

BUSINESS RESERVE ACCOUNT

NatWest announces the following changes in Business Reserve Account interest rates, effective from 7th December, 1987:

Customers not affected by CRT	Balance	Customers affected by CRT	Gross equivalent per annum to a basic rate taxpayer
Gross Interest per annum		Net Interest per annum	
7.50%	£25,000 - £250,000	5.375%	7.36%
7.00%	£5,000 - £24,999	4.875%	6.68%

National Westminster Bank PLC
41 Lothbury London EC2P 2BP

CEGB warns coal industry it could import 30m tonnes

By David Young, Energy Correspondent

The Central Electricity Generating Board said yesterday that it would not be prepared to import all its coal, but warned the British coal industry that it could easily take up to 30 million tonnes from abroad each year if British Coal was uncompetitive.

Mr Frank Ledger, the CEBG director who is respon-

sible for buying in the fuel used by the power stations, said that import facilities capable of handling that amount of coal could easily be developed.

The British coal industry has always been protected from the threat of large imports by a combination of skilful contract pricing by British Coal and the fact that

there are no large coal-handling terminals available in Britain.

The CEBG is now seeking planning permission to develop a large coal-handling terminal on Southampton Water, next to its planned coal-fired power station at Fawley. The terminal would be capable of handling the 5 million tonnes a year needed

by the station, as well as up to a further 3 million tonnes which would be rail-freighted to other coal-fired power stations such as Didcot in Oxfordshire.

Mr Ledger yesterday told the Coal Industry Society that the development of facilities to handle up to 30 million tonnes could be developed with little investment.

He said: "Our investment would be relatively modest and under this kind of commercial leverage British Coal would have to respond to the challenge."

The CEBG has estimated that it could cut up to £750 million from its coal bill each year by being allowed to increase imports, but British Coal has already responded to that with its own proposals for an EEC formula linking its prices to the world market price.

Mr Ledger said coal was the largest single element in the CEBG's costs and had been identified as the largest potential area for savings.

Mr Ledger said over the past six years the CEBG bill for coal supplied by British Coal had dropped by 12 per cent, about £450 million a year.

He attacked British Coal for not working seven days a week.

Engineers oppose nuclear power plan

The engineers who build and operate Britain's power stations have submitted a detailed objection to the Central Electricity Generating Board's plans to build a new pressurized water reactor at Hinkley Point in Somerset.

The new "C" station will be the second in a family of four such stations following the planning approval for the Sizewell PWR station. It will be built alongside the two

existing nuclear reactors at Hinkley Point.

The Engineers and Managers Association has objected to the CEBG's planning application on concerns over safety legislation to be introduced for the nuclear industry following the privatization of the electricity supply industry. The EMA is also worried about the new owners' safety policies.

Mr John Lyons, the EMA's

general secretary, has made it clear to the area planning officer that his members are not opposed to the development of nuclear power or to the privatization of the industry.

However, Mr Lyons has written to the West Somerset planning authorities saying that the application should not be considered at present.

Mr Lyons said: "We do not know who its owners will be. We do not know how the

CEBG's existing statutory responsibilities will be carried over, nor how or to what extent the existing CEBG's safety culture will be adopted and implemented."

The Association says that even if the new safety legislation is known it would also want to know what the new owners' corporate attitude to safety would be.

"This last point is in no way academic," Mr Lyons said.

Tarmac chief receives award

By Joe Joseph

"Energy, vitality and a determination to win" are the hallmarks of a good businessman, said Sir Eric Pomtun, chairman of Tarmac, after being named Businessman of the Year yesterday.

Sir Eric, who farms and breeds horses when he is not running the Wolverhampton-based construction group, said British managers were in "tremendous shape. British management is as good as, if not better than, any management in the world."

Why had he and Tarmac been honoured? "This year we've become the UK's largest housebuilder, building 11,000 homes, and we're very involved in the Channel tunnel project. Also the Midlands is doing very well."

Announcing the award at a charity lunch at London's Savoy hotel, Sir Owen Green, chairman of BTR, cited Sir Eric's "entrepreneurial vision and energy, which have made Tarmac a model of consistent economic growth and the largest, most successful construction company in the UK."



Vision and energy: Sir Eric Pomtun, the Tarmac chairman, with his prize yesterday

Interim profit up at Triplex Lloyd

By Colin Campbell

Triplex Lloyd, which effectively doubled its size through the August merger of the two companies, yesterday announced further asset sales and higher interim profits.

The company also signalled it may be on the acquisition trail.

The full benefits of the August merger and the earlier acquisition of Hillaldam Coburn have yet to be felt, but the group's interim pretax profit for the six months ended September 30 was £13.39 million compared with £8.07 million.

By design, the building, components and services division is the largest - bringing in operating profits of £905,000 in the first half - followed by foundries at £555,000 and engineering with

a £346,000 contribution.

The interim dividend rises from 0.75p to 1.25p a share.

Mr Lewis Robertson, chairman, said the steel mill and rolling business at Wednesbury, West Midlands, was being sold to United Engineering Steels for about £7 million cash, which would materially reduce gearing.

Gearing at the half-way stage was about 80 per cent and was expected, at the worst, to be between 40 and 50 per cent by the year-end.

Two of the former Lloyd oil and marine-related companies have been sold in management buy-outs. Through the Lloyd deal, the group has a 50-acre site which has yet to be exploited.

The shares rose 11p to 176p on the results.

Citicorp staff fear for jobs in cutback

By Michael Thomson, Banking Correspondent

Citicorp Investment Bank, the London based securities arm of Citicorp, is urging staff to improve efficiency, and some employees now believe they are being pressured to leave as part of a cost-cutting exercise.

Last Thursday, CIB directors gave a "pep" talk to fixed-interest bond traders and salesmen, urging them to increase their activity and produce better profits. The management said no one was to be sacked but that some staff might be asked to switch jobs.

At the same time, about 15 employees in the 70-strong bond department are understood to have had letters warning them their performance was inadequate.

There are now fears among employees that management

may put pressure on unwanted traders and salesmen to leave by moving them into more mundane, less well-paid jobs and that the letters are the first step towards sackings.

CIB said yesterday a review of costs in London was continuing. Mr John Grosser, head of corporate communications, said: "If we were going to get rid of staff, we would announce the redundancies openly, rather than easing staff out."

Citicorp has so far not cut staff. But Mr John Reed, Citicorp's chairman, said last week streamlining and cost cutting would have to be carried out, including the London subsidiary. Over the past year, costs are believed to have risen by more than 40 per cent while earnings have risen about 1 per cent.

Price of cocoa plummets

By Colin Narkborough

The price of cocoa dropped like a stone yesterday as the marketplace delivered its verdict on the failure of weekend talks aimed at restoring intervention by the International Cocoa Organization.

When the London market opened, cocoa for March delivery slumped nearly £100 per tonne from Friday's closing level, to a new five-year low of £1,040. At 10.40am trading had to be suspended briefly as the March contract had fallen by the permitted daily maximum.

Talks broke down on Saturday, with consumers and producers unable to agree on how to apply the organization's buffer stock mechanism to reduce worldwide oversupply of the commodity and prop up flagging prices.

Buffer stock purchases under the agreement which came into force in January reached their permitted ceiling by mid-year. Further purchases require authorization from the organization's council.

Mr Peter Baron, spokesman for the consumer delegates, said the importing nations had regarded the weekend talks as the last chance to rescue the International Cocoa Agreement. Its credibility was now damaged.

Failure was all the more regrettable since producers and consumers had accepted a cut in the crucial support price at which the organization would be permitted to buy, an issue that had hitherto divided them, he said.

COMMENT Kenneth Fleet

Fog over B-Cal deal as SAS tries for take-off

There was still plenty of fog over the runway at Gatwick yesterday as the estimated time of arrival for Sir Adam Thomson's response to the minimum £119 million British Airways bid for British Caledonian approached. The B-Cal chairman needs to give an answer tomorrow, which makes the deadline for a formal intervention by SAS.

The Scandinavian group has been trying to agree with the Civil Aviation Authority just what sort of offer would meet its test that B-Cal would remain British-controlled and hence not endanger its route licences. But the CAA has eschewed the sort of negotiation that has become commonplace at the Office of Fair Trading. Successive SAS proposals have failed, however, to meet with approval. Thus the stake sought by SAS has shrunk from 40 per cent, through 30 per cent (and a hybrid of 40 per cent shareholding and 25 per cent votes) to a final straight 24.9 per cent.

The betting is that SAS/B-Cal will go ahead on Wednesday with proposals for SAS to buy 25 per cent of existing shares at a rate that values B-Cal at around £200 million and for B-Cal then to make a rights issue to raise the £50 million minimum of new capital it needs. The offer, if it comes, will be conditional on the CAA response.

The CAA is evidently taking a cautious line, not least to avoid falling foul of any judicial review of its decisions sought by the disappointed party. It appears to have insisted that B-Cal would only remain British if there were an equally large countervailing British shareholder. The question is whether investors in industry, which owns 41 per cent, would count. In-

vestors in industry and other long-standing B-Cal institutional shareholders have now come out into the open in favour of being offered a market choice, rather than having the decision made in Lord King's favour in Whitehall. That begs two questions. Has the political decision already been made and would the SAS proposals stand much chance against BA's straightforward offer anyway?

Lord King and his BA team are not universally popular at Westminster, but they are formidable and battle-hardened. Crucially, they can point to the continuing restrictions on air traffic with Scandinavia as a practical counter to any high-minded thoughts that the Government should behave in a European way rather than back the British interest represented by BA.

The Danes seem to have made a last-ditch attempt to counter this at the European Economic Community summit in Copenhagen. The Danish prime minister is thought to have handed Mrs Thatcher an envelope containing a private declaration of intent. It would certainly have needed to contain a promise of some substance, possibly a promise of an open-skies deal or plans to privatize SAS. But BA would clearly start with substantial advantages. Many long-standing shareholders, including past and present employees, will by now know enough of B-Cal's problems to be keen to cash out.

The issue would effectively be decided by investors in industry, however, since with senior management, it controls about 47 per cent. The fate of the second force may therefore depend on the redoubtable Lawrence Tindale, 31's deputy chairman and representative on the board. He will no doubt be hearing from Lord King.

Revolution without blood

In the name of competition, the City has been deregulated in a fashion and at a speed that is tantamount to a revolution without bloodshed. In the name of investor protection, the City - or, more accurately, the financial services industry - is about to be regulated in a close mesh of rules that are tantamount to a bureaucrat's dream and, on a more mundane level, a lawyer's benefit.

City scandals delight Socialists but strike fear in Conservative governments which seem to have a sense of vicarious guilt when they occur. Out of such scandals - none as it happened of great moment - grew Professor Jim Gower's report, the Financial Services Act and the Securities and Investments Board.

The SIB under Sir Kenneth Berrill, who knows both Whitehall and the City equally well, has ground out a rule book of such turpid complexity that only lawyers can reasonably be expected to understand it. As it was compiled by lawyers, perhaps that was part of the intention; though to be fair, if this or any Government wants to put a statutory regime in place in the City, there is no alternative. There is only the wish, which the Governor of the Bank of England in his Mansion House speech last month wistfully repeated, that the "practitioners" might have more say in framing rules.

The Governor and the practitioners are not alone in believing that the pendulum has swung too far in the direction of detailed regulation. Sir Gordon Borrie, the Director-General of Fair Trading, in making his report on the rule book of the Financial Intermediaries, Managers and Brokers Regulatory Organisation (Fimbra), expressed strong reservations about its possible damaging effect on smaller, independent advisers, who seem as yet not to appreciate that their livelihoods may be threatened; as well as challenging the right of Fimbra members not to disclose to the public the commissions they make on selling life assurance products.

This issue of commissions will come up again, in glorious technicolor, when Sir Gordon reports on the rule book of the Life Assurance and Unit Trust Regulatory Organisation. It is Sir Gordon's responsibility to examine the rule books of all five Self-Regulating Organizations on their way to a final vetting by the SIB to decide whether each SRO is "suitable" to regulate the area it is set up to cover. We know where he stands (on the side of competition), as we know where the SIB stands (on the side of regulation).

Less certain is the attitude of Lord Young of Graham, the Secretary of State at the Department of Trade and Industry.

Bass

Public Limited Company

EXTRACTS FROM THE STATEMENT BY THE CHAIRMAN - MR. IAN PROSSER

I am pleased to report record profits of £365.0m in the year to September 1987, an increase of 17.6% over the previous year. Earnings per share have increased by 20.3% and we have added to reserves extraordinary profits of £24.2m.

The beer market is continuing to change with major growth in the take-home trade and lager. The Company has for some time been the leader in the larger market with Carling Black Label and the Tennent's range and has continued to build on that position this year. Furthermore, it has now achieved leadership in the take-home market in Great Britain for all beers. We have also increased our overall beer market share.

The leisure businesses have again achieved substantial profit growth with an excellent performance from Crest Hotels. The Holiday Inns bought during the year are trading to expectation. The leisure retailing businesses, particularly Coral Social Clubs, have also had a good year.

The purchase of Horizon Travel and Wings/OSL has brought to the Company a significant presence in the overseas holidays market. The market is intensely competitive but one that we believe will offer long-term profit growth.

During the year we have spent £573m on our businesses. We have allocated a further £390m for capital expenditure in the new financial year together with the finance required for the Holiday Inn purchase of £575m.

The major setback to world stock markets since 19th October 1987 has had its effect on the Company's share price although, relative to most shares, the Company's share price has held up well. We have confidence in the year ahead and look forward to further progress.

Registered Office: 30 Portland Place, London W1N 3DF

PRELIMINARY RESULTS FOR THE YEAR ENDED 30th SEPTEMBER 1987			
	1987	1986	
Turnover	£m	£m	
Brewing, drinks and pub retailing	2,328.1	1,966.9	
Leisure	985.3	742.8	
	3,313.4	2,709.7	
Trading Profit			
Analysed:			
Brewing, drinks and pub retailing	303.3	252.8	
— operations	14.6	317.9	13.1
— surplus on disposal of fixed assets	67.8	57.4	
Leisure	67.8	57.4	
— operations	0.7	68.5	4.4
— surplus on disposal of fixed assets	386.4	327.6	
Profit before taxation	365.0	310.4	
Tax on profit on ordinary activities	121.2	111.5	
Profit after taxation	243.8	198.9	
Attributable to outside shareholders	(6.3)	(3.8)	
Extraordinary items (Note 1)	24.2	(53.5)	
Preference dividend paid	(0.3)	(0.3)	
Earnings available for ordinary shareholders	261.4	141.3	
Earnings per ordinary share	71.6p	59.5p	
Ordinary dividends — per share	19.55p	17.0p	

NOTES
1. During the year the investment in Yorkshire Television Holdings PLC was sold together with the United Kingdom holiday centres against which a provision was made last year. The extraordinary credit resulting from these transactions is shown as a net of £12.7m.
2. The Company instructed experts to carry out a valuation of the Group's properties (other than holiday centres) as at 1st October 1986. A surplus of £269.2m has arisen from this valuation and has been included in the Group's reserves.

Getting tougher at the top

If you are one of the hucksters about to be made redundant by one of the City's vast securities houses, perhaps you should be counting your lucky stars. A Mori survey, commissioned by Bupa, shows that the health of employees with the newly merged banking and securities houses has deteriorated alarmingly since Big Bang - unlike those in the handful of still-independent firms. According to the 165 respondents - including dealers and analysts - from the 110 firms questioned, the increased competition, pressure to perform and long hours have led to dramatic increases in stress-related illnesses. Of those surveyed, 65 per cent said stress was the major health concern facing the City and 30 per cent said stress levels had risen in the past year. Irritability is cited as the main symptom of stress, but there are other, more serious side effects. Of two big but unidentified merchant banks profiled in the survey, staff at the one which had been taken over prior to Big Bang - undergoing numerous changes in management and structure, as well as countless staff defections - were consuming 13 per cent more alcohol, and their coronary risk factors, including cigarette smoking, blood pressure and cholesterol levels, were all high. In contrast, the health of those at the second bank, still privately owned, showed almost no negative changes - smoking had actually declined by 11 per cent, alcohol intake was

THE TIMES CITY DIARY

Reservations for bingo

Bingo is catching on in America - or rather in America's Indian reservations. Granada, the entertainment group, which reported record results yesterday, has two bingo halls on Indian reservations, which are state gaming laws. Two tribes, the Quapaw in Oklahoma and the Poth in Alabama, have welcomed Granada for its expertise in running bingo clubs in Britain. Since they get a slice of the action, it is a

lucrative money-spinner for the Indians - even though they don't actually play much bingo themselves. The big-spending American bingo fanatic typically travels from a nearby city, and usually spends \$60 on a visit, compared with the more humble £10 spent by his (or more usually her) British counterpart. Granada's managing director, Derek Lewis, gleefully reported: "It's very profitable."

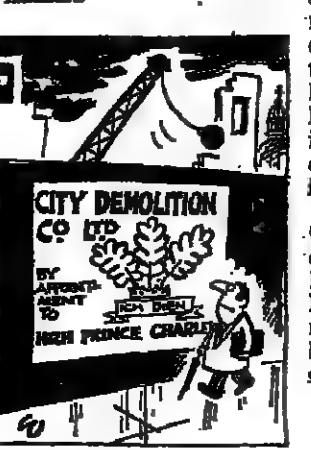
unchanged and there were encouraging trends in cholesterol and blood pressure levels.

Who says the clearing banks do not operate a cartel? Hot on the heels of Lloyds Bank's announcement that it is discontinuing publication of its quarterly economic review, the Midland Bank has pulled the plug on its Review, after 71 years. The Midland says that the costs do not justify continued publication. But at least the publication's swan-song, just out, presents an upbeat view on the economy.

Leaving

Four directors of the City division of PPR and advertising group Charles Barker were made redundant yesterday. Robin Morton, Simon Dixon, Peter Bostock and Norman Mingay all lost their jobs after

the company decided to disband its separate corporate printing unit formed a year ago. "We will still print annual reports and corporate brochures, but it will be handled by our advertising people, as it was previously," explains chief executive Michael Prideaux.



When does a recession become a depression? Dr Jim Howell, chief economist at Bank of Boston, says: "A recession is when your neighbour is out of work - a depression is when you are too."

Carol Leonard

WORLD MARKETS ROUNDUP

New York shares up in early deals

New York (Reuters) — The stock market extended its advance in early trading yesterday, bouncing off the lows of last week, encouraged by a stable dollar.

But the action remained relatively cautious in the early going with economic concerns restraining the enthusiasm, traders said.

The Dow Jones industrial average rose 22.05 to 1,788.79 at one stage when the transport indicator was up 12.00 to 673.00 and the utilities average 1.60 higher at 174.73.

The broader New York Stock Exchange composite in-

dex rose 1.36 to 127.27 and Standard & Poor's 500 share index gained 2.83 to 226.75.

Advancing shares led declining issues by about seven-to-four on volume of 35 million shares.

Goodyear Tire and Rubber Co has completed the previously announced sale of its Celeron Oil and Gas Co subsidiary to Exxon Corporation for undisclosed terms. A company spokesman said in Akron, Ohio, the final price was adjusted downward slightly from the \$650 million that had initially been announced in August.

Initial rise wiped out in Tokyo

Tokyo (Reuters) — Share prices closed lower, after an early surge, on concern over the dollar's future, Wall Street and a weak Nippon Telegraph and Telephone share price, brokers said.

The Nikkei average closed 86.89 points lower at 22,586.52 yesterday. It rose to 22,781.51 just after the opening. On Saturday it climbed 70.66.

Declining issues just led advancing shares on turnover of 280 million shares against 200 million that changed hands on Saturday.

Nippon Telegraph and Telephone lost 30,000 yen to ¥244 million (£10,166).

Frankfurt prices drift

Frankfurt (Reuters) — Share prices were mixed on the Frankfurt stock exchange yesterday after quiet dealings, brokers said.

The firmer dollar had reassured some investors but quiet market conditions ahead of the Christmas holidays prevented a rally from taking hold, they added.

The dollar was set at DM1.6707 at the Frankfurt foreign exchange fixing, up nearly two pennings from Friday's fixing of DM1.6536.

The Frankfurt Commerzbank index finished 4.2 lower at 1,292.5.

HK index tumbles

Hong Kong (Reuters) — Share prices closed sharply lower yesterday as fears that a weaker US dollar would drag down the value of local currency investments added to bearish sentiment, brokers said.

The Hang Seng index tumbled 99.28 points to 1,894.94 — its lowest close since the global stock slide in October. Turnover was HK\$773.4 million (£55 million) against Friday's HK\$855 million.

Some brokers said foreign fund managers were switching out of local stocks and into Japan. Investors were also worried about further falls on Wall Street.

Enterprise award for mini-phone maker

By Edward Townsend, Industrial Correspondent

The spectacular success of a small British company which produces what it claims is the world's smallest portable radio telephone was recognized yesterday with the presentation of this year's £20,000 Venture Backed Enterprise Award.

The award, made by the accountancy firm of Arthur Andersen in conjunction with The Sunday Times, is aimed at highlighting innovative small companies and the part played in their success by venture capitalists.

This year's winner, Technophone of Camberley in Surrey, raised £5.5 million from institutional investors in 1984, and its turnover has grown from zero to an expected £20 million this year and a pretax profit of more than £3 million.

Mr Michael Heseltine, the former Secretary of State for Defence, presented the award at a ceremony in London to Mr Nils Martensson, Tech-

nophone's Swedish managing director. The competition attracted more than 400 entrants.

With British engineers and software specialists judged by Mr Martensson to be "the best in the world", he set up his Surrey factory with 15 people in 1984 and made 54 cell-phones. Today it employs 600 people and exports 70 per cent of its annual production of 2,500 phones, principally to the US, South America, Hong Kong and Australia.

Mr Martensson's backers were Provincial Insurance, F&C Enterprise Trust, Severn-Trent Water Authority Superannuation Fund and Scottish American Investment. He said yesterday: "It took 12 months to raise the capital and we went to 11 City investors."

He came up with the idea of a short-pocket-sized cellphone in 1972. "Nobody then believed it could be done that small, and they still didn't

believe me 10 years later. We proved them wrong and now some of our biggest customers are our competitors."

The Technophone, marketed as Excell Phone, is said to be 20 per cent smaller than any other cell phone and will, said Mr Martensson, render traditional car phones obsolete. It contains the equivalent of 1.3 million transistors.

He said: "Without venture capital it would be very difficult for a new company with a unique and sophisticated product like our telephone to obtain the funds for research, design and manufacture."

Mr John Ormerod, the Arthur Andersen partner in charge of the firm's venture capital programme, said: "Traditionally in the UK, we have been thought of as good at inventing things and bad at exploiting them. If the approach of our short-listed companies is any indication, that problem is now being solved."

Nobel man says dollar to go lower

Stockholm (AP-Dow Jones) — The dollar is still searching for its proper value and is likely to continue falling, Mr Robert Solow, the Nobel Laureate for economics, said yesterday.

Mr Solow, honoured for his theories on economic growth, said that America's trading partners should expand their economies to help the United States to resolve its trade imbalance.

He and the other seven Nobel Prize winners, who will receive their awards in Stockholm on Thursday, met prize committee members and reporters yesterday.

Mr Solow, of the Massachusetts Institute of Technology, said a further decline in the dollar was likely although the extent depended on America's biggest trading partners — West Germany, Japan, Taiwan and South Korea.

He said: "The dollar's value some months ago was obviously too high for international equilibrium. It seems unlikely to me that the dollar has yet reached an equilibrium."

Ward buys £1m curtain wall maker in Belgium

By Michael Tate

Ward Group, a steel building manufacturer, is buying Chambeel, one of Europe's top three curtain wall manufacturers, for £1.03 million. The vendor is Tractebel, an affiliate of Société Générale de Belgique, Belgium's largest industrial group.

Chambeel, which produces and installs "made-to-

measure" curtain walls and aluminium structures at Chambeel, near Brussels, has undergone an important restructuring during the last three years.

Ward says that the acquisition will complement its Coventry-based architectural facade and curtain walling activities.

LONDON TRADED OPTIONS

Option	Call	Put	Option	Call	Put
Gold	300 40 50 60 70 80 90 100 110 120 130 140 150 160 170 180 190 200 210 220 230 240 250 260 270 280 290 300 310 320 330 340 350 360 370 380 390 400 410 420 430 440 450 460 470 480 490 500 510 520 530 540 550 560 570 580 590 600 610 620 630 640 650 660 670 680 690 700 710 720 730 740 750 760 770 780 790 800 810 820 830 840 850 860 870 880 890 900 910 920 930 940 950 960 970 980 990 1000 1010 1020 1030 1040 1050 1060 1070 1080 1090 1100 1110 1120 1130 1140 1150 1160 1170 1180 1190 1200 1210 1220 1230 1240 1250 1260 1270 1280 1290 1300 1310 1320 1330 1340 1350 1360 1370 1380 1390 1400 1410 1420 1430 1440 1450 1460 1470 1480 1490 1500 1510 1520 1530 1540 1550 1560 1570 1580 1590 1600 1610 1620 1630 1640 1650 1660 1670 1680 1690 1700 1710 1720 1730 1740 1750 1760 1770 1780 1790 1800 1810 1820 1830 1840 1850 1860 1870 1880 1890 1900 1910 1920 1930 1940 1950 1960 1970 1980 1990 2000 2010 2020 2030 2040 2050 2060 2070 2080 2090 2100 2110 2120 2130 2140 2150 2160 2170 2180 2190 2200 2210 2220 2230 2240 2250 2260 2270 2280 2290 2300 2310 2320 2330 2340 2350 2360 2370 2380 2390 2400 2410 2420 2430 2440 2450 2460 2470 2480 2490 2500 2510 2520 2530 2540 2550 2560 2570 2580 2590 2600 2610 2620 2630 2640 2650 2660 2670 2680 2690 2700 2710 2720 2730 2740 2750 2760 2770 2780 2790 2800 2810 2820 2830 2840 2850 2860 2870 2880 2890 2900 2910 2920 2930 2940 2950 2960 2970 2980 2990 3000 3010 3020 3030 3040 3050 3060 3070 3080 3090 3100 3110 3120 3130 3140 3150 3160 3170 3180 3190 3200 3210 3220 3230 3240 3250 3260 3270 3280 3290 3300 3310 3320 3330 3340 3350 3360 3370 3380 3390 3400 3410 3420 3430 3440 3450 3460 3470 3480 3490 3500 3510 3520 3530 3540 3550 3560 3570 3580 3590 3600 3610 3620 3630 3640 3650 3660 3670 3680 3690 3700 3710 3720 3730 3740 3750 3760 3770 3780 3790 3800 3810 3820 3830 3840 3850 3860 3870 3880 3890 3900 3910 3920 3930 3940 3950 3960 3970 3980 3990 4000 4010 4020 4030 4040 4050 4060 4070 4080 4090 4100 4110 4120 4130 4140 4150 4160 4170 4180 4190 4200 4210 4220 4230 4240 4250 4260 4270 4280 4290 4300 4310 4320 4330 4340 4350 4360 4370 4380 4390 4400 4410 4420 4430 4440 4450 4460 4470 4480 4490 4500 4510 4520 4530 4540 4550 4560 4570 4580 4590 4600 4610 4620 4630 4640 4650 4660 4670 4680 4690 4700 4710 4720 4730 4740 4750 4760 4770 4780 4790 4800 4810 4820 4830 4840 4850 4860 4870 4880 4890 4900 4910 4920 4930 4940 4950 4960 4970 4980 4990 5000 5010 5020 5030 5040 5050 5060 5070 5080 5090 5100 5110 5120 5130 5140 5150 5160 5170 5180 5190 5200 5210 5220 5230 5240 5250 5260 5270 5280 5290 5300 5310 5320 5330 5340 5350 5360 5370 5380 5390 5400 5410 5420 5430 5440 5450 5460 5470 5480 5490 5500 5510 5520 5530 5540 5550 5560 5570 5580 5590 5600 5610 5620 5630 5640 5650 5660 5670 5680 5690 5700 5710 5720 5730 5740 5750 5760 5770 5780 5790 5800 5810 5820 5830 5840 5850 5860 5870 5880 5890 5900 5910 5920 5930 5940 5950 5960 5970 5980 5990 6000 6010 6020 6030 6040 6050 6060 6070 6080 6090 6100 6110 6120 6130 6140 6150 6160 6170 6180 6190 6200 6210 6220 6230 6240 6250 6260 6270 6280 6290 6300 6310 6320 6330 6340 6350 6360 6370 6380 6390 6400 6410 6420 6430 6440 6450 6460 6470 6480 6490 6500 6510 6520 6530 6540 6550 6560 6570 6580 6590 6600 6610 6620 6630 6640 6650 6660 6670 6680 6690 6700 6710 6720 6730 6740 6750 6760 6770 6780 6790 6800 6810 6820 6830 6840 6850 6860 6870 6880 6890 6900 6910 6920 6930 6940 6950 6960 6970 6980 6990 7000 7010 7020 7030 7040 7050 7060 7070 7080 7090 7100 7110 7120 7130 7140 7150 7160 7170 7180 7190 7200 7210 7220 7230 7240 7250 7260 7270 7280 7290 7300 7310 7320 7330 7340 7350 7360 7370 7380 7390 7400 7410 7420 7430 7440 7450 7460 7470 7480 7490 7500 7510 7520 7530 7540 7550 7560 7570 7580 7590 7600 7610 7620 7630 7640 7650 7660 7670 7680 7690 7700 7710 7720 7730 7740 7750 7760 7770 7780 7790 7800 7810 7820 7830 7840 7850 7860 7870 7880 7890 7900 7910 7920 7930 7940 7950 7960 7970 7980 7990 8000 8010 8020 8030 8040 8050 8060 8070 8080 8090 8100 8110 8120 8130 8140 8150 8160 8170 8180 8190 8200 8210 8220 8230 8240 8250 8260 8270 8280 8290 8300 8310 8320 8330 8340 8350 8360 8370 8380 8390 8400 8410 8420 8430 8440 8450 8460 8470 8480 8490 8500 8510 8520 8530 8540 8550 8560 8570 8580 8590 8600 8610 8620 8630 8640 8650 8660 8670 8680 8690 8700 8710 8720 8730 8740 8750 8760 8770 8780 8790 8800 8810 8820 8830 8840 8850 8860 8870 8880 8890 8900 8910 8920 8930 8940 8950 8960 8970 8980 8990 9000 9010 9020 9030 9040 9050 9060 9070 9080 9090 9100 9110 9120 9130 9140 9150 9160 9170 9180 9190 9200 9210 9220 9230 9240 9250 9260 9270 9280 9290 9300 9310 9320 9330 9340 9350 9360 9370 9380 9390 9400 9410 9420 9430 9440 9450 9460 9470 9480 9490 9500 9510 9520 9530 9540 9550 9560 9570 9580 9590 9600 9610 9620 9630 9640 9650 9660 9670 9680 9690 9700 9710 9720 9730 9740 9750 9760 9770 9780 9790 9800 9810 9820 9830 9840 9850 9860 9870 9880 9890 9900 9910 9920 9930 9940 9950 9960 9970 9980 9990 10000 10010 10020 10030 10040 10050 10060 10070 10080 10090 10100 10110 10120 10130 10140 10150 10160 10170 10180 10190 10200 10210 10220 10230 10240 10250 10260 10270 10280 10290 10300 10310 10320 10330 10340 10350 10360 10370 10380 10390 10400 10410 10420 10430 10440 10450 10460 10470 10480 10490 10500 10510 10520 10530 10540 10550 10560 10570 10580 10590 10600 10610 10620 10630 10640 10650 10660 10670 10680 10690 10700 10710 10720 10730 10740 10750 10760 10770 10780 10790 10800 10810 10820 10830 10840 10850 10860 10870 10880 10890 10900 10910 10920 10930 10940 10950 10960 10970 10980 10990 11000 11010 11020 11030 11040 11050 11060 11070 11080 11090 11100 11110 11120 11130 11140 11150 11160 11170 11180 11190 11200 11210 11220 11230 11240 11250 11260 11270 11280 11290 11300 11310 11320 11330 11340 11350 11360 11370 11380 11390 11400 11410 11420 11430 11440 11450 11460 11470 11480 11490 11500 11510 11520 11530 11540 11550 11560 11570 11580 11590 11600 11610 11620 11630 11640 11650 11660 11670 11680 11690 11700 11710 11720 11730 11740 11750 11760 11770 11780 11790 11800 11810 11820 11830 11840 11850 11860 11870 11880 11890 11900 11910 11920 11930 11940 11950 11960 11970 11980 11990 12000 12010 12020 12030 12040 12050 12060 12070 12080 12090 12100 12110 12120 12130 12140 12150 12160 12170 12180 12190 12200 12210 12220 12230 12240 12250 12260 12270 12280 12290 12300 12310 12320 12330 12340 12350 12360 12370 12380 12390 12400 12410 12420 12430 12440 12450 12460 12470 12480 12490 12500 12510 12520 12530 12540 12550 12560 12570 12580 12590 12600 12610 12620 12630 12640 12650 12660 12670 12680 12690 12700 12710 12720 12730 12740 12750 12760 12770 12780 12790 12800 12810 12820 12830 12840 12850 12860 12870 12880 12890 12900 12910 12920 12930 12940 12950 12960 12970 12980 12990 13000 13010 13020 13030 13040 13050 13060 13070 13080 13090 13100 13110 13120 13130 13140 13150 13160 13170 13180 13190 13200 13210 13220 13230 13240 13250 13260 13270 13280 13290 13300 13310 13320 13330 13340 13350 13360 13370 13380 13390 13400 13410 13420 13430 13440 13450 13460 13470 13480 13490 13500 13510 13520 13530 13540 13550 13560 13570 13580 13590 13600 13610 13620 13630 13640 13650 13660 13670 13680 13690 13700 13710 13720 13730 13740 13750 13760 13770 13780 13790 13800 13810 13820 13830 13840 13850 13860 13870 13880 13890 13900 13910 13920 13930 13940 13950 13960 13970 13980 13990 14000 14010 14020 14030 14040 14050 14060 14070 14080 14090 14100 14110 14120 14130 14140 14150 14160 14170 14180 14190 14200 14210 14220 14230 14240 14250 14260 14270 14280 14290 14300 14310 14320 14330 14340 14350 14360 14370 14380 14390 14400 14410 14420 14430 14440 14450 14460 14470 14480 14490 14500 14510 14520 14530 14540 14550 14560 14570 14580 14590 14600 14610 14620 14630 14640 14650 14660 14670 14680 14690 14700 14710 14720 14730 14740 14750 14760 14770 14780 14790 14800 14810 14820 14830 14840 14850 14860 14870 14880 14890 14900 14910 14920 14930 14940 14950 14960 14970 14980 14990 15000 15010 15020 15030 15040 15050 15060 15070 15080 15090 15100 15110 15120 15130 15140 15150 15160 15170 15180 15190 15200 15210 15220 15230 15240 15250 15260 15270 15280 15290 15300 15310 15320 15330 15340 15350 15360 15370 15380 15390 15400 15410 15420 15430 15440 15450 15460 15470 15480 15490 15500 15510 15520 15530 15540 15550 15560 15570 15580 15590 15600 15610 15620 15630 15640 15650 15660 15670 15680 15690 15700 15710 15720 15730 15740 15750 15760 15770 15780 15790 15800 15810 15820 15830 15840 15850 15860 15870 15880 15890 15900 15910 15920 15930 15940 15950 15960 15970 15980 15990 16000 16010 16020 16030 16040 16050 16060 16070 16080 16090 16100 16110 16120 16130 16140 16150 16160 16170 16180 16190 16200 16210 16220 16230 16240 16250 16260 16270 16280 16290 16300 16310 16320 16330 16340 16350 16360 16370 16380 16390 16400 16410 16420 16430 16440 16450 16460 16470 16480 16490 16500 16510 16520 16530 16540 16550 16560 16570 16580 16590 16600 16610 16620 16630 16640 16650 16660 16670 16680 16690 16700 16710 16720 16730 16740 16750 16760 16770 16780 16790 16800 16810 16820 16830 16840 16850 16860 16870 16880 16890 16900 16910 16920 16930 16940 16950 16960 16970 16980 16990 17000 17010 17020 17030 17040 17050 17060 17070 17080 17090 17100 17110 17120 17130 17140 17150 17160 17170 17180 17190 17200 17210 17220 17230 17240 17250 17260 17270 17280 17290 17300 17310 17320 17330 17340 17350 17360 17370 17380 17390 17400 17410 17420 17430 17440 17450 17460 17470 17480 17490 17500 17510 17520 17530 17540 17550 17560 17570 17580 17590 17600 17610 17620 17630 17640 17650 17660 17670 17680 17690 17700 17710 17720 17730 17740 17750 17760 17770 17780 17790 17800 17810 17820 17830 17840 17850 17860 17870 17880 17890 17900 17910 17920 17930 17940 17950 17960 17970 17980 17990 18000 18010 18020 18030 18040 18050 18060 18070 18080 18090 18100 18110 18120 18130 18140 18150 18160 18170 18180 18190 18200 18210 18220 18230 18240 18250 18260 18270 18280 18290 18300 18310 18320 18330 18340 18350 18360 18370 18380 18390 18400 18410 18420 18430 18440 18450 18460 18470 18480 18490 18500 18510 18520 18530 18540 18550 18560 18570 18580 18590 18600 18610 18620 18630 18640 18650 18660 18670 18680 18690 18700 18710 18720 18730 18740 18750 18760 18770 18780 18790 18800 18810 18820 18830 18840 18850 18860 18870 18880 18890 18900 18910 18920 18930 18940 18950 18960 18970 18980 18990 19000 19010 19020 19030 19040 19050 19060 19070 19080 19090 19100 19110 19120 19130 19140 19150 19160 19170 19180 19190 19200 19210 19220 19230 19240 19250 19260 19270 19280 19290 19300 19310 19320 19330 19340 19350 19360 19370 19380 19390 19400 19410 19420 19430 19440 19450 19460 19470 19480 19490 19500 19510 19520 19530 19540 19550 19560 19570 19580 19590 19600 19610 19620 19630 19640 19650 19660 19670 19680 19690 19700 19710 19720 19730 19740 19750 19760 19770 19780 19790 19800 19810 19820 19830 19840 19850 19860 19870 19880 19890 19900 19910 19920 19930 19940 19950 19960 19970 19980 19990 20000 20010 20020 20030 20040 20050 20060 20070 20080 20090 20100 20110 20120 20130 20140 20150 20160 20170 20180 20190 20200 20210 20220 20230 20240 20250 20260 20270 20280 20290 20300 20310 20320 20330 20340 20350 20360 20370 20380 20390 20400 20410 20420 20430 20440 20450 20460 20470 20480 20490 20500 20510 20520 20530 20540 20550 20560 20570 20580 20590 20600 20610 20620 20630 20640 20650 20660 20670 20680 20690 20700 20710 20720 20730 20740 20750 20760 20770 20780 20790 20800 20810 20820 20830 20840 20850 20860 20870 20880 20890 20900 20910 20920 20930 20940 20950 20960 20970 20980 20990 21000 21010 21020 21030 21040 21050 21060 21070 21080 21090 21100 21110 21120 21130 21140 21150 21160 21170 21180 21190 21200 21210 21220 21230 21240 21250 21260 21270 21280 21290 21300 21310 21320 21330 21340 21350 21360 21370 21380 21390 21400 21410 21420 21430 21440 21450 21460 21470 21480 21490 21500 21510 21520 21530 21540 21550 21560 21570 21580 21590 21600 21610 21620 21630 21640 21650 21660 21670 21680 21690 21700 21710 21720 21730 21740 21750 21760 21770 21780 21790 21800 21810 21820 21830 21840 21850 21860 21870 21880 21890 21900 21910 21920 21930 21940 21950 21960 21970 21980 21990 22000 22010 22020 22030 22040 22050 22060 22070 22080 22090 22100 22110 22120 22130 22140 22150 22160 22170 22180 22190 22200 22210 22220 22230 22240 22250 22260 22270 22280 22290 22300 22310 22320 22330 22340 22350 22360 22370 22380 22390 22400 2241				

[illegible]

1987										1987										1987										1987									
High	Low	Company	Paid Bid	Offer	Change	div	Grain	Yld	P/E	High	Low	Company	Paid Bid	Offer	Change	div	Grain	Yld	P/E	High	Low	Company	Paid Bid	Offer	Change	div	Grain	Yld	P/E	High	Low	Company	Paid Bid	Offer	Change	div	Grain	Yld	P/E
Sterling Index compared with 1975 was down at 75.7 (day's range 75.6-75.8)																																							

[illegible][illegible][illegible]

1.7698

1.7945-1.7925D-0.055

0.05

0.30

0.30

2.3550

2.3509-2.3529

0.05-0.13

0.34-0.33

0.33

3.3707

3.3749

74-114

0.85-0.37

0.37

92.67

92.67

15-49

34-39

34-39

1.5948

1.5476-1.5270

114-214

35-55

35-55

1.7555

1.7255-1.7250

104-214

49-54

49-54

3.7568

3.7569-3.7570

114-114

11-14

11-14

244.41

242.80-243.28

92-143

280-290

280-290

1.7678

1.7678-1.7678

95-94

217-257

217-257

2006.34

2006.34-2211.18

2-5

11-7

11-7

1.8529

1.8104-1.8140

874-714

11-15

11-15

10.7683

10.5589-10.7639

74-74

14-14

14-14

10.7683

10.5589-10.7639

74-74

14-14

14-14

238.04-238.48

238.04-238.48

114-114

24-24

24-24

21.065-21.11

21.065-21.11

7-8

192-192

192-192

2.4489-2.4500

2.4489-2.4500

114-114

3-24

3-24

Unit = £1s.

Sterling rates against
Bates and Barclays Bank Exchange and
Telegraphic Transfer

DOLLAR SPOT RATES

52920-1.5940

Denmark

6.4329-8.4400

Italy

1229-0.1231-0

0.050-0.0589

W Germany

1.8675-1.8675

Belgium (Cont)

34.35-34.38

0.050-0.0510

France

1.7815-1.7815

Hong Kong

7.97-7.97

0.0494-0.7083

Netherlands

1.8789-1.8789

Portugal

136.50-136.70

31.015-31.115

Spain

5.5555-5.5555

Spain

112.98-113.03

0.0490-0.4750

Japan

732.70-132.80

Saudi Arabia

11.74-11.74

Rates supplied by Bates Bank HOFEX and Expat

MONEY MARKETS

3 mtr Banks 3 1/4

Money Rate 3 1/4

Dollar Cds (%)

3 mtr 1.80-1.75

6 mtr 1.70-1.75

3 mtr Banks 3 1/4

Money Rate 3 1/4

1 mtr 0.8-0.85

3 mtr Banks 3 1/4

Money Rate 3 1/4

12 mtr 8.00-8.25

EURO MONEY DEPOSITS %

Currency

1 day

1 mtr

3 mtr

6 mtr

Dollar

6 1/2-11/8

5 7/8-7 1/4

7 1/4-7 1/2

7 1/2-7 3/4

Call: 6 1/2-5/4

5 1/2-5

5 1/4-5 1/4

5 1/4-5 1/4

Deutschemark

Call: 5 1/2-2 1/4

5 1/2-5

5 1/4-5 1/4

5 1/4-5 1/4

French Franc

Call: 6 1/2-7 1/4

6 1/2-6 1/2

6 1/2-6 1/2

6 1/2-6 1/2

Swiss Franc

Call: 11-11 1/2

11-11 1/2

11-11 1/2

11-11 1/2

Yen

Call: 11-11 1/2

11-11 1/2

11-11 1/2

11-11 1/2

Call: 3 1/2-2 1/2

3 1/2-2 1/2

3 1/2-2 1/2

3 1/2-2 1/2

ECGD

Pound Rate Starting Export Finance. Make-up date:

Investment: 20.1.1987 to 31.12.1987

January 25, 1988. Scheme 110.51 per cent. Reference rate October 31, 1987 to November 30, 1987. Scheme 110.5000 per cent.

LONDON FINANCIAL FUTURES

High

Low

Close

Vol

Previous open interest 25292

23

91.28

91.27

108

23

91.43

91.47

108

23

91.43

91.37

115

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10

23

91.43

91.40

10</

		07 24 M1			
30	30	30	30	30	30
31	31	31	31	31	31
32	32	32	32	32	32
33	33	33	33	33	33
34	34	34	34	34	34
35	35	35	35	35	35
36	36	36	36	36	36
37	37	37	37	37	37
38	38	38	38	38	38
39	39	39	39	39	39
40	40	40	40	40	40
41	41	41	41	41	41
42	42	42	42	42	42
43	43	43	43	43	43
44	44	44	44	44	44
45	45	45	45	45	45
46	46	46	46	46	46
47	47	47	47	47	47
48	48	48	48	48	48
49	49	49	49	49	49
50	50	50	50	50	50
51	51	51	51	51	51
52	52	52	52	52	52
53	53	53	53	53	53
54	54	54	54	54	54
55	55	55	55	55	55
56	56	56	56	56	56
57	57	57	57	57	57
58	58	58	58	58	58
59	59	59	59	59	59
60	60	60	60	60	60
61	61	61	61	61	61
62	62	62	62	62	62
63	63	63	63	63	63
64	64	64	64	64	64
65	65	65	65	65	65
66	66	66	66	66	66
67	67	67	67	67	67
68	68	68	68	68	68
69	69	69	69	69	69
70	70	70	70	70	70
71	71	71	71	71	71
72	72	72	72	72	72
73	73	73	73	73	73
74	74	74	74	74	74
75	75	75	75	75	75
76	76	76	76	76	76
77	77	77	77	77	77
78	78	78	78	78	78
79	79	79	79	79	79
80	80	80	80	80	80
81	81	81	81	81	81
82	82	82	82	82	82
83	83	83	83	83	83
84	84	84	84	84	84
85	85	85	85	85	85
86	86	86	86	86	86
87	87	87	87	87	87
88	88	88	88	88	88
89	89	89	89	89	89
90	90	90	90	90	90
91	91	91	91	91	91
92	92	92	92	92	92
93	93	93	93	93	93
94	94	94	94	94	94
95	95	95	95	95	95
96	96	96	96	96	96
97	97	97	97	97	97
98	98	98	98	98	98
99	99	99	99	99	99
100	100	100	100	100	100

[illegible]

ICE/LIN Oat				ICE/LIN Oat			
Prices lost ground yesterday as the Opec meeting tomorrow approaches. Prompt barrels, having increased relative to other barrels at the end of last week, fell back again. All Products drifted in light disinterest due trade ahead of the Opec meeting.							
CRUDE OIL/assessed (BBL/FOB)				GAS OIL / Bbl W/ Jmptm			
May 17	17.55	-20	Dec	163.00-62.75	Feb	163.00-62.75	Nov
May 18	17.55	-20	Mar	163.00-62.75	Mar	163.00-62.75	Dec
15 day Feb	17.80	-15	Apr	160.00-65.75	Apr	160.00-65.75	Jan
Nov 18	18.00	-15	May	158.00-65.75	May	158.00-65.75	Dec
WTI Feb	18.25	-20	Jun	151.00-60.00	Jun	151.00-60.00	Nov
PRODUCTS/assessed (BBL/FOB)				FUEL OIL / Bbl W/ Jmptm			
Spot C/P NY area - prompt delivery				May			
Prem 60/40	-1	185-170	-1	150.75-50.25	Jun	150.75-50.25	Nov
Gallon REC	-1	185-170	-1	150.00-48.00	Jul	150.00-48.00	Dec
Nov 18 Dec	-1	185-164	-1	Aug	150.00-48.00	Aug	
Nov 18 Jan	-2	185-164	-2	Vol	4214	Vol	
3.5 Fuel Oil	80	-82	-2	FUEL OIL / Bbl W/ Jmptm			
Naphta	156	-156		Jan	112-20	Jan	
				Feb	112-20	Feb	
				Mar	112-20	Mar	
				Apr	112-20	Apr	
				May	112-20	May	
				Jun	112-20	Jun	
				Jul	112-20	Jul	
				Aug	112-20	Aug	
				Sep	112-20	Sep	
				Oct	112-20	Oct	
				Nov	112-20	Nov	
				Dec	112-20	Dec	
				Jan	112-20	Jan	
				Feb	112-20	Feb	
				Mar	112-20	Mar	
				Apr	112-20	Apr	
				May	112-20	May	
				Jun	112-20	Jun	
				Jul	112-20	Jul	
				Aug	112-20	Aug	
				Sep	112-20	Sep	
				Oct	112-20	Oct	
				Nov	112-20	Nov	
				Dec	112-20	Dec	

ICE/LIN Oat				ICE/LIN Oat			
Prices lost ground yesterday as the Opec meeting tomorrow approaches. Prompt barrels, having increased relative to other barrels at the end of last week, fell back again. All Products drifted in light disinterest due trade ahead of the Opec meeting.							
CRUDE OIL/assessed (BBL/FOB)				GAS OIL / Bbl W/ Jmptm			
May 17	17.55	-20	Dec	163.00-62.75	Feb	163.00-62.75	Nov
May 18	17.55	-20	Mar	163.00-62.75	Mar	163.00-62.75	Dec
15 day Feb	17.80	-15	Apr	160.00-65.75	Apr	160.00-65.75	Jan
Nov 18	18.00	-15	May	158.00-65.75	May	158.00-65.75	Dec
WTI Feb	18.25	-20	Jun	151.00-60.00	Jun	151.00-60.00	Nov
PRODUCTS/assessed (BBL/FOB)				FUEL OIL / Bbl W/ Jmptm			
Spot C/P NY area - prompt delivery				May			
Prem 60/40	-1	185-170	-1	150.75-50.25	Jun	150.75-50.25	Nov
Gallon REC	-1	185-170	-1	150.00-48.00	Jul	150.00-48.00	Dec
Nov 18 Dec	-1	185-164	-1	Aug	150.00-48.00	Aug	
Nov 18 Jan	-2	185-164	-2	Vol	4214	Vol	
3.5 Fuel Oil	80	-82	-2	FUEL OIL / Bbl W/ Jmptm			
Naphta	156	-156		Jan	112-20	Jan	
				Feb	112-20	Feb	
				Mar	112-20	Mar	
				Apr	112-20	Apr	
				May	112-20	May	
				Jun	112-20	Jun	
				Jul	112-20	Jul	
				Aug	112-20	Aug	
				Sep	112-20	Sep	
				Oct	112-20	Oct	
				Nov	112-20	Nov	
				Dec	112-20	Dec	
				Jan	112-20	Jan	
				Feb	112-20	Feb	
				Mar	112-20	Mar	
				Apr	112-20	Apr	
				May	112-20	May	
				Jun	112-20	Jun	
				Jul	112-20	Jul	
				Aug	112-20	Aug	
				Sep	112-20	Sep	
				Oct	112-20	Oct	
				Nov	112-20	Nov	
				Dec	112-20	Dec	

ICE/LIN Oat				ICE/LIN Oat			
Prices lost ground yesterday as the Opec meeting tomorrow approaches. Prompt barrels, having increased relative to other barrels at the end of last week, fell back again. All Products drifted in light disinterest due trade ahead of the Opec meeting.							
CRUDE OIL/assessed (BBL/FOB)				GAS OIL / Bbl W/ Jmptm			
May 17	17.55	-20	Dec	163.00-62.75	Feb	163.00-62.75	Nov
May 18	17.55	-20	Mar	163.00-62.75	Mar	163.00-62.75	Dec
15 day Feb	17.80	-15	Apr	160.00-65.75	Apr	160.00-65.75	Jan
Nov 18	18.00	-15	May	158.00-65.75	May	158.00-65.75	Dec
WTI Feb	18.25	-20	Jun	151.00-60.00	Jun	151.00-60.00	Nov
PRODUCTS/assessed (BBL/FOB)				FUEL OIL / Bbl W/ Jmptm			
Spot C/P NY area - prompt delivery				May			
Prem 60/40	-1	185-170	-1	150.75-50.25	Jun	150.75-50.25	Nov
Gallon REC	-1	185-170	-1	150.00-48.00	Jul	150.00-48.00	Dec
Nov 18 Dec	-1	185-164	-1	Aug	150.00-48.00	Aug	
Nov 18 Jan	-2	185-164	-2	Vol	4214	Vol	
3.5 Fuel Oil	80	-82	-2	FUEL OIL / Bbl W/ Jmptm			
Naphta	156	-156		Jan	112-20	Jan	
				Feb	112-20	Feb	
				Mar	112-20	Mar	
				Apr	112-20	Apr	
				May	112-20	May	
				Jun	112-20	Jun	
				Jul	112-20	Jul	
				Aug	112-20	Aug	
				Sep	112-20	Sep	
				Oct	112-20	Oct	
				Nov	112-20	Nov	
				Dec	112-20	Dec	
				Jan	112-20	Jan	
				Feb	112-20	Feb	
				Mar	112-20	Mar	
				Apr	112-20	Apr	
				May	112-20	May	
				Jun	112-20	Jun	
				Jul	112-20	Jul	
				Aug	112-20	Aug	
				Sep	112-20	Sep	
				Oct	112-20	Oct	
				Nov	112-20	Nov	
				Dec	112-20	Dec	

ICE/LIN Oat				ICE/LIN Oat			
Prices lost ground yesterday as the Opec meeting tomorrow approaches. Prompt barrels, having increased relative to other barrels at the end of last week, fell back again. All Products drifted in light disinterest due trade ahead of the Opec meeting.							
CRUDE OIL/assessed (BBL/FOB)				GAS OIL / Bbl W/ Jmptm			
May 17	17.55	-20	Dec	163.00-62.75	Feb	163.00-62.75	Nov
May 18	17.55	-20	Mar	163.00-62.75	Mar	163.00-62.75	Dec
15 day Feb	17.80	-15	Apr	160.00-65.75	Apr	160.00-65.75	Jan
Nov 18	18.00	-15	May	158.00-65.75	May	158.00-65.75	Dec
WTI Feb	18.25	-20	Jun	151.00-60.00	Jun	151.00-60.00	Nov
PRODUCTS/assessed (BBL/FOB)				FUEL OIL / Bbl W/ Jmptm			
Spot C/P NY area - prompt delivery				May			
Prem 60/40	-1	185-170	-1	150.75-50.25	Jun	150.75-50.25	Nov
Gallon REC	-1	185-170	-1	150.00-48.00	Jul	150.00-48.00	Dec
Nov 18 Dec	-1	185-164	-1	Aug	150.00-48.00	Aug	
Nov 18 Jan	-2	185-164	-2	Vol	4214	Vol	
3.5 Fuel Oil	80	-82	-2	FUEL OIL / Bbl W/ Jmptm			
Naphta	156	-156		Jan	112-20	Jan	
				Feb	112-20	Feb	
				Mar	112-20	Mar	
				Apr	112-20	Apr	
				May	112-20	May	
				Jun	112-20	Jun	
				Jul	112-20	Jul	
				Aug	112-20	Aug	
				Sep	112-20	Sep	
				Oct	112-20	Oct	
				Nov	112-20	Nov	
				Dec	112-20	Dec	
				Jan	112-20	Jan	
				Feb	112-20	Feb	
				Mar	112-20	Mar	
				Apr	112-20	Apr	
				May	112-20	May	
				Jun	112-20	Jun	
				Jul	112-20	Jul	
				Aug	112-20	Aug	
				Sep	112-20	Sep	
				Oct	112-20	Oct	
				Nov	112-20	Nov	
				Dec	112-20	Dec	

ICE/LIN Oat				ICE/LIN Oat			
Prices lost ground yesterday as the Opec meeting tomorrow approaches. Prompt barrels, having increased relative to other barrels at the end of last week, fell back again. All Products drifted in light disinterest due trade ahead of the Opec meeting.							
CRUDE OIL/assessed (BBL/FOB)				GAS OIL / Bbl W/ Jmptm			
May 17	17.55	-20	Dec	163.00-62.75	Feb	163.00-62.75	Nov
May 18	17.55	-20	Mar	163.00-62.75	Mar	163.00-62.75	Dec
15 day Feb	17.80	-15	Apr	160.00-65.75	Apr	160.00-65.75	Jan
Nov 18	18.00	-15	May	158.00-65.75	May	158.00-65.75	Dec
WTI Feb	18.25	-20	Jun	151.00-60.00	Jun	151.00-60.00	Nov
PRODUCTS/assessed (BBL/FOB)				FUEL OIL / Bbl W/ Jmptm			
Spot C/P NY area - prompt delivery				May			
Prem 60/40	-1	185-170	-1	150.75-50.25	Jun	150.75-50.25	Nov
Gallon REC	-1	185-170	-1	150.00-48.00	Jul	150.00-48.00	Dec
Nov 18 Dec	-1	185-164	-1	Aug	150.00-48.00	Aug	
Nov 18 Jan	-2	185-164	-2	Vol	4214	Vol	
3.5 Fuel Oil	80	-82	-2	FUEL OIL / Bbl W/ Jmptm			
Naphta	156	-156		Jan	112-20	Jan	
				Feb	112-20	Feb	
				Mar	112-20	Mar	
				Apr	112-20	Apr	
				May	112-20	May	
				Jun	112-20	Jun	
				Jul	112-20	Jul	
				Aug	112-20	Aug	
				Sep	112-20	Sep	
				Oct	112-20	Oct	
				Nov	112-20	Nov	
				Dec	112-20	Dec	
				Jan	112-20	Jan	
				Feb	112-20	Feb	
				Mar	112-20	Mar	
				Apr	112-20	Apr	
				May	112-20	May	
				Jun	112-20	Jun	
				Jul	112-20	Jul	
				Aug	112-20	Aug	
				Sep	112-20	Sep	
				Oct	112-20	Oct	
				Nov	112-20	Nov	
				Dec	112-20	Dec	

ICE/LIN Oat				ICE/LIN Oat			
Prices lost ground yesterday as the Opec meeting tomorrow approaches. Prompt barrels, having increased relative to other barrels at the end of last week, fell back again. All Products drifted in light disinterest due trade ahead of the Opec meeting.							
CRUDE OIL/assessed (BBL/FOB)				GAS OIL / Bbl W/ Jmptm			
May 17	17.55	-20	Dec	163.00-62.75	Feb	163.00-62.75	Nov
May 18	17.55	-20	Mar	163.00-62.75	Mar	163.00-62.75	Dec
15 day Feb	17.80	-15	Apr	160.00-65.75	Apr	160.00-65.75	Jan
Nov 18	18.00	-15	May	158.00-65.75	May	158.00-65.75	Dec
WTI Feb	18.25	-20	Jun	151.00-60.00	Jun	151.00-60.00	Nov
PRODUCTS/assessed (BBL/FOB)				FUEL OIL / Bbl W/ Jmptm			
Spot C/P NY area - prompt delivery				May			
Prem 60/40	-1	185-170	-1	150.75-50.25	Jun	150.75-50.25	Nov
Gallon REC	-1	185-170	-1	150.00-48.00	Jul	150.00-48.00	Dec
Nov 18 Dec	-1	185-164	-1	Aug	150.00-48.00	Aug	
Nov 18 Jan	-2	185-164	-2	Vol	4214	Vol	
3.5 Fuel Oil	80	-82	-2	FUEL OIL / Bbl W/ Jmptm			
Naphta	156	-156		Jan	112-20	Jan	
				Feb	112-20	Feb	
				Mar	112-20	Mar	
				Apr	112-20	Apr	
				May	112-20	May	
				Jun	112-20	Jun	
				Jul	112-20	Jul	
				Aug	112-20	Aug	
				Sep	112-20	Sep	
				Oct	112-20	Oct	
				Nov	112-20	Nov	
				Dec	112-20	Dec	
				Jan	112-20	Jan	
				Feb	112-20	Feb</	

[illegible]

Edited by Matthew May

COMPUTER HORIZONS/1

Micro set for more changes

The microcomputer industry looks set for another round of changes as more and more low-cost software packages start to have their effect on the established firms in this sector.

In the last few weeks announcements from the likes of Hewlett-Packard (HP), Borland, Microsoft and Lotus Development have pointed to a reaction against low-cost software by the development of larger and more powerful versions of standard computer applications.

A system that can handle payroll

These programs have much more in common with computer languages and development systems than with a simple word-processor, electronic ledger or computerized filing system.

The first of these came from Microsoft with the announcement of the Excel spreadsheet in Octo-

THE WEEK

By Geoff Wheelwright

ber. Aside from its more modern look and feel, it has a built-in language allowing buyers to customize it.

In this way it can be used for developing a system for handling payroll, doing cost accounting, managing stock portfolios or any of a number of jobs that might previously have been done by computer applications designed specifically for that purpose.

Part of the reason for this approach is that many cheap packages, often costing around £100, now include basic spreadsheet functions.

Companies with similar products costing several hundreds of pounds are now trying to turn their spreadsheets into what they describe as "development environments" in which a whole range of additional computer applications can be handled.

The developers hope is that though customers may not need a package such as Excel to do basic spreadsheets there will grow up a market for applications to do specific jobs that will only operate if you have Excel or a similar package as the basic building block to drive the system.

Similar thinking is under way at Borland International, itself one of the pioneers of the low-cost software industry that has changed the microcomputer software market.

Six months ago, Borland acquired Ansa Software which produces a powerful and expensive computer database system called Paradox.

Over the last few weeks has been announcing plans to try and encourage other software developers to write specialist applications, for various professions such

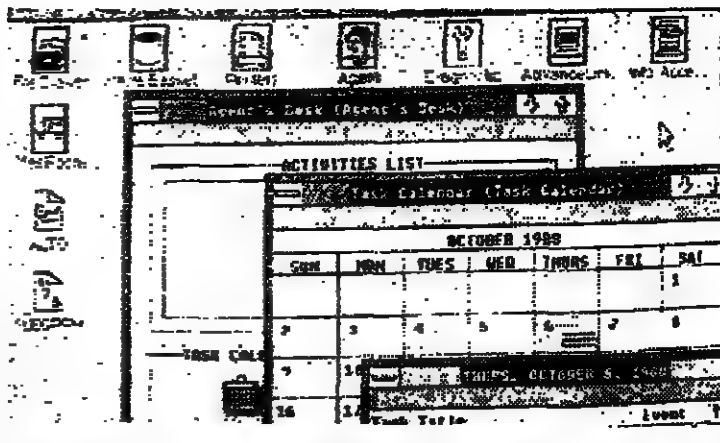
as lawyers and doctors using Paradox as the base.

To that end, the company has announced that versions of the software will be released to operate under the Unix operating system, the planned Microsoft OS/2 operating system and the Windows operating environment.

The theory is that if Paradox is available under a wide number of operating systems it has a much better chance of being useful to business than competing in the market for low cost PC software.

Similar thinking is behind Borland's new Quattro spreadsheet — which it hopes to pitch against the industry-leading Lotus 1-2-3 spreadsheet with the claim that much more can be developed with Quattro than Lotus. But Lotus has its own plans to meet this challenge and will be showing them to its customers in London tomorrow.

It will show them a new version of Lotus 1-2-3 that will operate under both the existing MS-DOS operating system and the new OS/2



Competition from cheap personal computer software is forcing companies to make their programs far more powerful. Hewlett-Packard's Newwave software, shown here, is one of several that use icons — small pictures and diagrams — to represent different applications.

system for computers using the 386 and 286 processors. It is to adopt a similar strategy with its Symphony and Graphwriter products.

Hewlett-Packard's development of a system called Newwave — first shown in Boston last month — is probably the best example of this trend.

It is an addition to Microsoft Windows that will make it easier

A walk in cemetery of high hopes

By Bob Webster

Some sit in wardrobes gathering dust. Others are handed down from parents to children like high-tech playthings. But many discontinued personal computer models still plug along in a world dominated by their more powerful and less expensive successors.

The high-technology highway is littered with the likes of the PCjr — IBM's failed attempt at a home computer which never made it to Britain, the Commodore 64, the early Osbornes and machines from such fallen Silicon Valley enterprises as Caviolan and Eagle Computer.

Even high-flying Apple Computer has a family plot in the computer cemetery. Its Lisa and Apple III models fell from favour with the advent of the Macintosh. After the introduction of the enhanced Macintosh SE and Macintosh II this year, some analysts said Apple may be ringing the death knell of the earlier Macintoshes.

A new breed of cheap powerful machines from South Korea and other Pacific Rim nations is also contributing to bring the industry's salaried IBM PC to the PC orphanage. But IBM may have struck the hardest blow with its announcement last April of an entirely new computer line, the PS/2.

A personal computer is often a major investment for consumers. But watching that computer become obsolete or discontinued can be frustrating as software and spare parts dwindle.

In many cases you cannot tell in advance which ones will end in the graveyard. Look at the Osborne. It was big news at the time, seemed a safe machine but ended up there.

Industry analysts estimate that at least 12 million personal computers are in use worldwide. Many of these stand to be rendered obsolete as computer technology advances. As IBM upgrades its personal computers, the standard PC may fall victim to the same plight as the ill-fated PCjr. Many of the newly released software programs are designed for the more powerful IBM PC-AT and will increasingly move to IBM's new PS/2 range.

Sales people ahead in the financial stakes

SALARIES

By Matthew May

Computer sales people are well out in front and top the pay league compared to those in sales and marketing in other industries.

A survey from Reward, published last week, puts computer hardware sellers on an average of £20,000 — 58 per cent more than the average £12,600 for their counterparts in selling in other sectors. Selling computer software and services demands almost as much of a premium with salaries 42 per cent above the average at £18,000.

Both groups head the list of industries — the next closest being business services at a premium of 26 per cent over the national average. The worst area is in selling industrial goods in mechanical engineering, where salaries, at £10,000, average only half that of computer hardware sellers.

Though salaries for the bottom 10 per cent of computer sales people differ little for computer software and services — £7,400 compared to a national average of £7,400 — they are slightly better for hardware sellers at £9,000.

But for the top quarter at an

HIGH-TECH WINNERS

Sales and marketing	Lower quartile	Median	Upper quartile	10% against national av
				\$ %
Computer hardware	13000	20000	26000	7300 58
Computer software and services	12000	18000	22000	5800 42
All industries	9500	12500	17000	— —

average of £22,000 software people are earning a premium of £5,000 and hardware sellers on £28,000, an extra £13,000. The survey which is based on the earnings of more than 10,000 people covered 34 industries, of which 273 were people in computer related selling and marketing.

This sector has now been the highest-paying for more than five years and Peter Brown of Reward says the gap between the sellers of high technology and others is widening. One reason, he believes, is that several inefficient companies are forced out of the market each year and these tend to be the worst payers.

Mr Brown said: "There is a significant and increasing percentage of women being very highly paid in the sales and marketing side of the software businesses. It is one of the best-paid areas for women after certain financial

services jobs in the City."

Unlike many other industries hi-tech sellers will also tend to find little difference between pay whether working for British or foreign firms of a comparable size.

Good sales people can and do move easily if their company's salaries drop much below that of other firms, said Mr Brown.

With contracts for large computers often at several million pounds, even the high cost of sales people can be absorbed. The cost to a firm for a salesman earning around £12,000 is now over £21,000, says the report, after including expenses and company cars. If management and office support costs are included, this rises to £29,000.

© Sales and Marketing Rewards is published, price £95, by the Institute of Marketing and the Reward Group.

One of the most striking software phenomena of the 1980s was the disappearance of hackers — software staff with ingenious minds, who knew every software trick and technique associated with a particular operating system or application system.

The term has been hijacked ever since the 1970s to refer to those who break into computer systems. But the original hackers were used to speed up application programs, to track down subtle errors and to fit large programs into limited memory space.

Two recent developments in software technology promise to provide the conditions for a renaissance in this sort of legitimate hacking. They are the increasing use of prototyping and new, stringent European laws on software safety which are due to come into force next year.

HACKERS

By Darrell Ince

Prototyping involves building an early version of a program quickly, which is then used as a learning medium for both the customer and developer.

Unfortunately, many of the tools that are used for prototyping tend to be only understandable by staff with convoluted minds and a propensity for puzzle solving.

Unix is a good example of this — the techniques used to access some of its facilities are arcane, to say the very least.

A hack tutor needed for your precocious child

arcane, to say the very least.

Developers are now finding that although their analysts are competent in using prototypes and talking with the customer, the actual building of them depends on one or two talented programming staff — old style hackers.

The second development is the EEC law, which comes into force next year, that makes it easier for an aggrieved customer to sue a software developer who produces a system with a defect.

Currently, if a litigant wants to demonstrate the incompetence of a software developer he would need to establish that a software task, such as programming, has been badly carried out.

Next year the only fact that the litigant will have to establish, is that there was an error in a software system. This is a much easier undertaking and, consequently, has led to worries being expressed by insurance companies.

Some have even said that they doubt whether they would be able to issue product liability insurance for a year or two, until case history is established.

The problem with producing software with no errors is that,

subconsciously, the team that produces the software has a deep attachment to it. Producing a software system is almost like fathering a child.

Even if your child is precocious, has no social graces and is regarded by your friends as a danger area, you will hear no criticism.

Similarly, with software systems, there is often a major

block which prevents the development team responsible for software systems from discovering serious errors.

One of the most successful ways of finding errors in a system is to use adversary teams. These are a motley collection of misfits and back-

ers whose only function is to find errors, and who regard success as finding test data which crashes a system.

These teams are modelled on the legendary black teams at IBM, who would reduce programmers to tears and project managers to drink.

No software system was allowed out to a customer until it had been tested by a black team. Their mere presence in a building sharpened up the error-detecting skills of development teams.

Hackers disappeared in the seventies for two reasons — software projects became more disciplined and the social in-spirit of many hackers prevented them from fitting in with colleagues.

However, the problems being encountered in finding out what a customer requires from a system, and the even greater problems that will emerge next year with product liability should ensure that software developers will increasingly have to make a virtue out of the skills and personality of the hacker.

© The author is professor of computer science at the Open University



"It's been programmed to start giving trouble when the free warranty runs out"

Software openings for young and old

By Sean Hallahan

A British software house is offering the chance of employment, both to school leavers without a degree and to those who have already completed a lifetime of work and are in retirement.

Peterborough Software has moved away from the traditional recruitment policies of the computer industry, poaching people with programming skills from other companies in the business, and struck out on a new route.

The software house takes on between eight to 12 Youth Training Scheme trainees each year aged between 16 and 18. The young people are then trained by the company to become secretaries, computer operators and programmers.

At the other end of the age scale the company offers full or part time employment on a consultancy basis, to people over 45 who have opted to take early retirement but still seek some form of working activity. These people are generally used in the company's training department.

The company operates in



Tony Bews, marketing director Peterborough Software

"We take them on only with the intention of developing their skills and we only lose between 5 and 10 per cent of our workforce a year."

the unglamorous, but to its customers vital, world of payroll, pensions and personnel software. The wages and salaries of quarter of the British work force are made up using its Unipay accounting suite of programs.

Tony Bews, marketing director, stressed that the employment of YTS trainees is not a way of getting cheap labour. He said: "We take them on only with the intention of developing their skills and we only lose between 5 and 10 per cent of our workforce a year."

The company offers the YTS people training in the various skills required in the computer industry. "We tend

to spread them around the organization although if they are going into programming we train them in groups."

Many of the older group come from the firms customers sites. "A lot of them have taken early retirement and contacted us asking whether there would be a job with us which would suit them," Mr Bews said. "They don't really want to be in the day to day line management. Often they will want to spend two months of the year abroad."

The company could do this by taking them on as consultants on a part-time basis, Mr Bews added.

The company is trying to

mix and match the two age groups to make the best use of their skills and experience. Many of the younger people want to go into programming and he believes that they show great aptitude in the technical area.

Older people are pretty set in their ways and are not really adaptable enough to learn the new skills required.

On the other hand, the consultants and trainers, especially those who have run a personnel department or a payroll office for large companies, have plenty of business skills which they can pass on.

"If our customers come on a training course they do not want to be a 25-year-old standing up telling them how to run their business. If the trainer is an older person who has run his own department they are much more inclined to listen," Mr Bews said.

By utilizing the business skills of its older trainers and consultants and by offering training and employment to the young, Peterborough Software may have got itself off the poaching merry-go-round.

FOR SALE
ZENITH Z183
Computer
20mb HD Laptop
£1650 excl. VAT
01-995-2318

EVENTS
■ Corporate Computer Security, January 12-14, Brighton (0733 60635)
■ Which Computer, January 19-22, National Exhibition Centre, Birmingham (01-891 5051)
■ Armed Computer Show, February 4-5, Alexandra Palace, London (061-458 8835)
■ Computers in Retailing, March 15-17, National

Office Update, January 19-22, National Exhibition Centre, Birmingham (01-891 5051)
■ Cadcam 88, March 22-24, National Exhibition Centre, Birmingham (01-808 1161)
■ Visit Recruitment Fair, March 25-26, Cumberland Hotel, London, (01-262 1234)
■ Computers in Manufacturing, May 10-12, Olympia, London (0872 372842)

Exhibition Centre, Birmingham (01-834 1717)
■ Cadcam 88, March 22-24, National Exhibition Centre, Birmingham (01-808 1161)
■ Visit Recruitment Fair, March 25-26, Cumberland Hotel, London, (01-262 1234)
■ Computers in Manufacturing, May 10-12, Olympia, London (0872 372842)

IBM PC Convertible, £499.

Now in stock! Morse have a limited quantity of IBM's PC Convertible (US), reduced from its original price of £1893. It features 512K RAM, low glare LCD that flips up to reveal two 3 1/4" 720K disk drives and an optional piggyback printer. Call for a demonstration on this and our range of peripherals and software.

MORSE Morse Computers, 78 High Holborn, London WC1. 01-831 0644. Telex 262546. Fax 01-831 1310.

The truly portable, super powerful
NEW TANDY LAP TOP COMPUTER*
with 768K RAM, twin 720K 3 1/2" disc drives and back lit "Supertwist" LCD will fall into YOUR lap for only £995*. Full details from:

● **COMPUTER LONDON** 01 836 9693
● **READING** 0734 508787
● **WORLD** 01836 9693
● **BRISTOL** 0272 277104
● **COVENTRY** 0203 23582

Have a Wright Merry Christmas
WRIGHT AIR CONDITIONING LTD 021-723 3421

Morse DTP Dept. open!

The place to see desktop publishing solutions in London is Morse. On demonstration are IBM's full range of computers running DTP software, driving the IBM Personal PagePrinter. Plus other makes of software, A4 displays, scanners and options. As an accredited IBM Publishing Centre, no other dealer is better placed to supply your DTP needs.

MORSE Morse Computers, 78 High Holborn, London WC1. 01-831 0644. Telex 262546. Fax 01-831 1310.

Here's why the SBC Speedlaser gives you so much more for your money than any other laser printer on the market today...

The remarkable SBC Speedlaser marks a breakthrough in low-cost laser printer technology — offering performance comparable with machines three times the price.

How has this been achieved? By placing the PC printer interface in the computer itself — as a conventional plug-in expansion card — overcoming the data bottleneck created even by high speed parallel printer ports.

The SBC Speedlaser genuinely combines premium performance with a budget price. Featuring the latest Ricoh "engine", it offers HP LaserJet, LaserJet Plus and Epson FX emulation, and operates with all industry standard PCs, software, and desk-top publishing systems.

For the complete picture (and also details of

- 2.54 Megabits per second download speed — prints full-page A4 graphics up to nine times faster than ordinary laser printers.
- Prints full-page A4 graphics at maximum laser printer resolution of 300 dpi thanks to 1Mb main memory — costing up to an extra £340 on otherwise comparably priced machines.
- 14 "soft" fonts with 112 typestyles are inclusive — saving the inconvenience and expense (sometimes up to £125 each) of plug-in cartridges.
- 12-month fast call-out, on-site maintenance contract completely free — many suppliers charge 10% and more of the system price every year.

our equally outstanding value PC/XT/AT compatibles and peripherals) contact SBC sales on 0582 402545 or complete and return the coupon below.

SBC PC/XT/AT COMPATIBLES FROM £499. SBC PC/AT COMPATIBLES FROM £599. MONOCHROME MONITORS FROM £79.95. MEDIUM RESOLUTION COLOUR MONITOR £269.95. EGA COLOUR MONITOR £350. DOT MATRIX PRINTER £240. UNINTERRUPTIBLE POWER SUPPLIES FROM £199.

ALL INCLUSIVE PRICE £1795 + VAT

SBC is the business computer division of Spectrum Group plc. 30 Bilton Way, Luton, Beds LU1 1UU Tel: 0582 402545 Fax 0582 402571 Telex 827608 SPUKLD G

Please send me details of the SBC Speedlaser I am also interested in the following products /

☐ SBC PC/XT compatibles ☐ Monitors

☐ SBC PC/AT compatibles ☐ Printers

☐ Uninterruptible power supplies

Name _____

Position _____

Company _____

Address _____

Postcode _____

IBM PC/XT/AT are registered trademarks of International Business Machines Corp. Spectrum is a registered trademark of Spectrum Group. HP is a registered trademark of Hewlett Packard.

Persistence can win that coveted job title, says Ann Kent

A hard fight for women execs

PEOPLE

Sarah Holdaway was getting a little bored with fighting a price war, when all she wanted to do was sell disc drives. Then she saw an advertisement for a young sales professional to manage a team of telephone sales representatives at Yourdon International in London.

It involved coursework and consultancy rather than the computer hardware she was used to, but it was selling with a capital "S".

Herb Morrow, the president of Yourdon was not impressed. "There's no way I'm coming over from the States to do a final interview with a 24-year-old," he told his UK managing director.

What he did not say to his female MD was that within 24 years old men can be thriving executives, 24-year-old women are still regarded as girls.

Ms Holdaway was used to dealing with this particular problem. In a previous job she had two older "juniors" working for her when she was only 18.

It took a year of solid nagging before she could persuade them to let her loose on the world as a 20-year-old sales executive.

Having been prevented from simply following her instincts and appointing Ms

"I guess I haven't always been the most popular person with the girls in an office because I always knew where I was going. There was certainly a tremendous amount of resentment from the other women when I became a fully-fledged sales person at the age of 20, with an expense account and my own car."

"But it wasn't easy. I made myself learn every technical detail of the product and I was always asking questions like 'what is a megabyte' and 'what is the disc density of this drive, or that drive'."

"When I finally persuaded them, I was given six months to succeed. And it was made very clear that if I didn't make it, I wouldn't think I could go back to my old job as a sales administrator. I was petrified."

Ms Holdaway, working in an all-male environment, doesn't claim to have done better than her male colleagues, but she says she did as well. The only real difference was in the money they took home at the end of the day. Their packages were £30,000 while she was getting the equivalent of £17,000 for doing the same job.

Just as she was beginning to get restless over this arrangement, she was offered the post of senior UK sales representative, selling Winchester disc drives for Honeywell Bull.

When she was appointed, to her job at Yourdon she was not surprised to find resentment that a "girl" had been brought in as a sales manager, creating what the staff regarded as an unwelcome extra tier of management.

At that time training and consultancy services were providing the bulk of the company's income. Accordingly, three full-time tele sales executives and about eight part-time foreign language students were canvassing for business throughout Europe.

"As our coursework was in English, it made much more sense to sell to countries where



Sarah Holdaway: it took her a year to persuade males to accept a female as a top executive

English was spoken - Benelux and Scandinavia in particular," she said.

Exit the eight foreign students.

She also set up some fairly basic procedures for the three surviving full-timers, none of whom, she says, had been formally trained in selling. She wanted to monitor who they were calling, and how many

replaced by four others. The marketing manager also left, and Sarah's job was combined with hers.

Sarah Holdaway admits that she loves going out on sales presentations with the rest of the team.

"Very often it is a question of convincing the people who sign the cheques, and who are not computer literate. And we could be talking about £1 million over several years."

"I enjoy explaining why they should have the product. It's a philosophy we are selling. We believe it is better to allow the analyst to be creative rather than insist on a rigorous cookbook procedure."

Ms Holdaway believes there is plenty of room at the top for women in computing. "The building of software is a very logical process, and women are logical and also excellent managers. Any woman who can write a program should aspire to management, yet it doesn't seem to be happening nearly often enough."

Eventually the three original employees left, to be

cold calls they were making.

"After all, my brief was to expand the business for the company, and I had a fairly aggressive target to meet myself in those first four months."

"I know that the worst part of any sales job is the cold calls - I have been making them all my working life. Unfortunately a lot of sales people avoid them and try to rely on the clients they already know and love."

Eventually the three original employees left, to be

replaced by four others. The marketing manager also left, and Sarah's job was combined with hers.

Sarah Holdaway admits that she loves going out on sales presentations with the rest of the team.

"Very often it is a question of convincing the people who sign the cheques, and who are not computer literate. And we could be talking about £1 million over several years."

"I enjoy explaining why they should have the product. It's a philosophy we are selling. We believe it is better to allow the analyst to be creative rather than insist on a rigorous cookbook procedure."

Ms Holdaway believes there is plenty of room at the top for women in computing. "The building of software is a very logical process, and women are logical and also excellent managers. Any woman who can write a program should aspire to management, yet it doesn't seem to be happening nearly often enough."

Eventually the three original employees left, to be

cold calls they were making.

"After all, my brief was to expand the business for the company, and I had a fairly aggressive target to meet myself in those first four months."

"I know that the worst part of any sales job is the cold calls - I have been making them all my working life. Unfortunately a lot of sales people avoid them and try to rely on the clients they already know and love."

Eventually the three original employees left, to be

replaced by four others. The marketing manager also left, and Sarah's job was combined with hers.

Sarah Holdaway admits that she loves going out on sales presentations with the rest of the team.

"Very often it is a question of convincing the people who sign the cheques, and who are not computer literate. And we could be talking about £1 million over several years."

"I enjoy explaining why they should have the product. It's a philosophy we are selling. We believe it is better to allow the analyst to be creative rather than insist on a rigorous cookbook procedure."

Ms Holdaway believes there is plenty of room at the top for women in computing. "The building of software is a very logical process, and women are logical and also excellent managers. Any woman who can write a program should aspire to management, yet it doesn't seem to be happening nearly often enough."

Eventually the three original employees left, to be

cold calls they were making.

"After all, my brief was to expand the business for the company, and I had a fairly aggressive target to meet myself in those first four months."

"I know that the worst part of any sales job is the cold calls - I have been making them all my working life. Unfortunately a lot of sales people avoid them and try to rely on the clients they already know and love."

Eventually the three original employees left, to be

replaced by four others. The marketing manager also left, and Sarah's job was combined with hers.

Sarah Holdaway admits that she loves going out on sales presentations with the rest of the team.

"Very often it is a question of convincing the people who sign the cheques, and who are not computer literate. And we could be talking about £1 million over several years."

"I enjoy explaining why they should have the product. It's a philosophy we are selling. We believe it is better to allow the analyst to be creative rather than insist on a rigorous cookbook procedure."

Ms Holdaway believes there is plenty of room at the top for women in computing. "The building of software is a very logical process, and women are logical and also excellent managers. Any woman who can write a program should aspire to management, yet it doesn't seem to be happening nearly often enough."

Eventually the three original employees left, to be

cold calls they were making.

"After all, my brief was to expand the business for the company, and I had a fairly aggressive target to meet myself in those first four months."

"I know that the worst part of any sales job is the cold calls - I have been making them all my working life. Unfortunately a lot of sales people avoid them and try to rely on the clients they already know and love."

Eventually the three original employees left, to be

replaced by four others. The marketing manager also left, and Sarah's job was combined with hers.

Sarah Holdaway admits that she loves going out on sales presentations with the rest of the team.

"Very often it is a question of convincing the people who sign the cheques, and who are not computer literate. And we could be talking about £1 million over several years."

"I enjoy explaining why they should have the product. It's a philosophy we are selling. We believe it is better to allow the analyst to be creative rather than insist on a rigorous cookbook procedure."

What is the right printing equipment for the little man?

A desktop for small business?

All industries have fads and the microcomputer business is no exception. The latest craze which took off this year was desktop publishing - a method of typesetting, designing, laying out and printing documents without resorting to traditional printing machines.

The basic system for running a desktop publishing system consists of a powerful personal computer, a high-resolution screen, a laser printer and publishing software. Typically the type of documents that would be produced using the technology are catalogues, internal and external reports, price lists and manuals.

But who should buy a system? Is it within reach of a small business or should it be confined to the larger corporations?

Much depends on the quality and quantity of literature a business generates. Even the smallest business these days will have a photocopier as a standard piece of equipment and circulars and letters can be readily reproduced using it.

A good desktop publishing system can cost anything be-

tween £9,000 and £12,000, according to Geoff Lynch, managing director of Xitan, a desktop publishing distributor.

That is a hefty expenditure for a small business, although there are cheaper systems on the market and the prediction that prices could start from as low as £3,000 next year.

For corporate users the technology can prove a tremendous boon. Many large organizations have their own in-house central printing group which undertakes the production of brochures, manuals, sales literature and other documentation.

The demand on machine time in these is naturally subject to dispute. Given the choice between producing a brochure or a sales and marketing brochure there is little doubt which would take priority. Desktop publishing systems,

say the producers, can save both time and money.

One computer manager in a medium-size plastics manufacturing group is considering getting a desktop publishing system for just this reason. The marketing department always has priority over internal departments as far as the provision of printed material is concerned.

Buying a desktop publishing system would allow him to produce internal forms for his own and other departments. It would also enable him to design, lay out and print technical manuals the standard of which is often poor.

Mr Lynch estimates that half of the sales of the Xerox Ventura systems that he sells go to marketing departments in large companies.

One of the main advantages of a desktop publishing system is its speed. Where a company needs to amend a list on a daily

basis there are definite advantages.

Mr Lynch cites the following experience: "I was driving down the M3 when news of some price changes came through on my car telephone at one o'clock. I phoned my office and by three my staff were stuffing 2,000 amended price lists into envelopes ready for posting that same day."

In the US where the take-up of the technology has been swifter than in Britain, many of the larger engineering firms are using desktop publishing for the production of technical reference manuals.

Research in the US indicates that publishing accounts for six per cent of turnover in many US corporations. Though there are no comparable figures for the UK Mr Lynch believes that many companies do not know how much they are spending on publishing.

For the foreseeable future most desktop publishing should be confined to the back rooms of the large corporations as far as the smaller business world processor, a photocopier and access to a traditional printer is still probably the best bet.

Why the over-50s are hanging on

JOBSCENE

By Richard Sarson

At a recent computer recruitment fair, one software firm stuck a notice on its stand which read: No one over 35, please.

This sign of ageism is likely to have been discouraging for the one in five visitors to the fair who were 36 and over.

Consequently, say recruitment agencies, many 40 and 50-year-olds in larger information technology firms avoid the rough and tumble of the job market, and try to last out for their pensions.

But it is a long time from 36 to 65, and increasing numbers of such "golden oldies" in the industry are having to learn basic survival skills for the long haul.

They need these to overcome many hazards. Because of the explosive expansion of

computer use in the last 20 years, the time is of a young person's industry.

If they are not natural captains of industry and do not have peculiar inventive powers, they can well be considered over the hill at 40 and are by-passed for promotion. The younger whizz-kids enjoying high salaries might like to consider that the same could happen to them.

One sales manager in his fifties responsible for a major Far East country, has been ruefully telling his staff that he expects his next posting to be "checking invoices in the accounts department."

Most computer firms have been years from time to time, and the rule for slimming down in the information technology mid-stray tends to be first in, first out.

Technical training is often ignored for the over-forties, while one support manager in his fifties complained he had not seen a personnel manager for five years.

Many survivors in their late fifties working in information technology have rules for survival: keep your head down and do not object when younger people are promoted above your head, or when you lose your secretary.

They see a dangerous tendency for those on their first sideways promotion to try to assert themselves and get back on the fast track. This just ruffles the bosses, say the survivors, and is usually rewarded by redundancy.

One effective way of keeping your head down is to remove it over the horizon, by taking an overseas posting, preferably to a country which respects middle-age, like Japan, Hong Kong or India.

The rewards tend to be higher, which can give some financial independence while the job could well be wider in scope and require new personal and diplomatic skills.

The danger is that the personnel policies of most British companies do not recognize these extra skills, and it may be difficult to slot



back in to the British structure.

In computing, one danger is to stay too long with a technology which is being superseded. The aging computer person must push to get training in such areas as communications, networks and new software.

He must spend time studying the trends in the market, for skills that will be marketable in five years time. The trend towards the easier to use fourth generation languages can be good where older people can pick them up and apply them to the accumulated years of business experience - which the 25-year-old does not have.

An established insurance company with a predominantly middle-aged staff recently converted straight from a manual system to a fully distributed system with terminals on each desk. The managers expected a 4 per cent not to be able to cope.

In fact, less than 1 per cent dropped out. The only generation gap that appeared was that the older people had to learn at a slower pace.

However, once they had mastered the system they

could supervise work before their younger, inexperienced colleagues.

There is also the converse danger of being over-technical. Aging programmers should take time off for business management courses which will put into perspective the business systems which they have programmed all their lives, and get them out of their ivory tower.

It is important for aging computer people to be chameleons, able to switch from managerial mode to technical mode and back again.

All these survival skills are still not guaranteed to last until 65. As an insurance company people would be prudent to build up a network of contacts outside their firm to call on in case of need. They should start doing this, quite deliberately, from the age of 25.

COMPUTER APPOINTMENTS



The Open University
Human Cognition Research Laboratory

**Are you bored with expert systems?
Come and do real AI research with us**

Anyone can build an expert system. But doing front-line Artificial Intelligence research is a different matter. How would you like to join a team of researchers investigating the "next phases" of knowledge engineering, including semi-automated knowledge acquisition, very large knowledge bases, deep causal reasoning, and novel problem-solving architectures? In addition to a competitive salary, we can offer you the best AI computer facilities in Europe, and provide the intellectual stimulation you've been missing. If you thought an academic job was not for you, it's time to think again.

Applications are invited for the post of Knowledge Engineer/Senior Knowledge Engineer, to be appointed at Project Officer Grade 2/3, salary scale £11,400-£14,825/£14,825-£18,210 (under review, expected to rise in March 1988 to £12,150-£15,720/£15,720-£19,310), depending upon age and qualifications. The post is tenable for three years, starting as soon as is convenient. Candidates for the post should normally possess a higher degree in Computer Science, Artificial Intelligence, Cognitive Science, or closely related disciplines, although relevant industrial experience will also be highly regarded. Evidence of ability to design and implement a significant AI system and to publish first-rate research papers will be sought. Experience of modern advanced AI hardware/software environments, particularly for Common Lisp, Zetelisp and AI toolkits, would be advantageous. Application forms and further particulars can be obtained from: Ms Yvonne Honeywell, Faculty of Social Sciences, The Open University, Milton Keynes MK7 6AA telephone number: 0506 853655. Application deadline: 31 January 1988. We welcome applications regardless of sex, ethnic origin or disability.

COMPUTER RECRUITMENT CONSULTANTS

**FIRST YEAR OTE c.£16,000
OPERATIONS DIVISION**

Are you aged between 21-27? Live within easy commuting distance of Richmond, Surrey? Have previous sales experience or a background in computer operations? Are self-motivated and can work within a team. Then contact Howard or Nick at KPG on 01-948 5822. 24hr answering.



PIRO
RECRUITMENT SERVICES

**URGENT REQUIREMENTS
COBOL/CICS VSAM or**

ADAPAS NATURAL plus a degree up to £70,000 - West, Surrey. Have SYSTEM 36/39 - RPG II/III/IV up to £35,000 - London and South East. WANG VS 100 COBOL. Salary negotiable - City. If you are more about these exciting vacancies or the money than just the money, contact us immediately.

JENNIFER RIGALL
01-636 8902
PIRO RECRUITMENT SERVICES
DEVON HOUSE
171-177 Great Portland Street, London W1N 6PD

Technical Sales Support Specialists

c£20K + benefits + car

Maintain our technical integrity and quality services

Since it was established in 1979, ISTE has grown steadily to become one of the leading independent systems and software houses in Europe, with a turnover of more than £60m and over 1,300 highly skilled and experienced people.

The company now offers a unique portfolio of information technology products and services, which encompasses not only its comprehensive range of value-added and data services (VADS) based on INFOTRAC, but also computer integrated manufacturing (CIM), visual interactive modelling, disaster recovery, direct marketing, facilities management, applications processing, bespoke software development and consultancy.

In short, ISTE has developed an unrivalled competence in the rapidly converging fields of computing and communications, with an unparalleled reputation for delivering innovative and

cost-effective IT solutions to a wide range of customers throughout commerce, industry and the public sector.

As a result of planned growth we now have an opportunity for an experienced and talented Technical Sales Support Specialist. Working closely with the field sales force, it will be your responsibility to assess the needs of potential and existing clients, and translate them into effective solutions by assisting in the design of network configurations and applications, and evaluation of proposals providing full technical support.

The ability to assimilate new concepts and applications as well as identify fresh opportunities is vital. Broad experience of data communications applications will ideally have included exposure to X.25, SNA, DECNET and OSI.

In addition to a salary of around £20,000 the benefits include a quality car package and relocation assistance to rural

Worcestershire, where appropriate.

Our recent management-led employee buyout has assured our independence and the opportunity for share options and profit related bonus. We continue to be fully committed to individual training and progressive career development ensuring that all staff achieve their full potential.

Please write with full career details to Jenni Rousham, Personnel Development, ISTE Limited, PO Box 5, Redditch, Worcestershire B97 4DQ. Telephone Redditch (0527) 64274.

ISTE is an equal opportunities employer.



In Systems The Established Leader

We're VIDEOM

the successful and continuously growing British company who are experts in the design and manufacture of computer terminal systems. Our Headquarters are in Harley-on-Thames and our factories are in Reading.

We have installations worldwide in over fifty countries. We are currently building a super new Research Centre in the beautiful city of Chester in an area which provides an excellent lifestyle, including wide choice of reasonably priced homes, good education, super shopping and good communications. This new facility to house our expansion in software development will be completed in 1988. Staff are now being recruited to form the nucleus of the new operation, and vacancies exist at all levels for:

SOFTWARE ENGINEERS

For this new software development group we are looking for people with good honours degrees and/or relevant experience in microprocessors, communication protocols or networking.

We manufacture multi-tasking terminals linked to multi-remote controllers in many communications environments and are able to offer a wide variety of interesting applications and responsibility to the right applicants.

TECHNICAL SUPPORT ENGINEERS

Formal electronic qualifications required and five years' experience in either Design/Project/Field Service environments including two years on large multi or mainframe systems. Full product training will be provided. Responsibilities will include control and support of UK and international based engineers, support of overseas agents and customers as well as overseas installation duties. These positions will involve some shift working providing telephone support, alternating with some one-to-two-week overseas visits.

If you think you are right for one of these positions and would like to make a real contribution to a company where your worth will be recognised and rewarded, please telephone Sylvia Cusack on (0491) 578427.



Videom Limited, Newtown Road, Harley-on-Thames, Oxon, RG9 1HG

Dixons win IBM first

COMPUTER BRIEFING

Dixons is to become the first high-street store to start selling IBM computers. From this month six of its shops will stock the PS/2 model 30. Traditionally IBM personal computers have only been sold through computer dealers leaving the high street to concentrate on cheaper products such as those sold by Amstrad - which have featured prominently in Dixons.

The move up-market comes with a plan by the chain of shops to push for an increased share of the market for business equipment by establishing 50 business centres within its existing branches. The price of the new equipment will be a considerable jump. In spring this year, the C & W issue threatened to sour Anglo-Japanese relations, with the Government warning of retaliatory action if Tokyo did not soften its hard-line approach to UK firms.

Last week, Japan announced licences to enter the Japanese market to two rival firms - one of them partly owned by Cable & Wireless. C & W has a 16.83 per cent stake in the Anglo-American Japanese consortium, International Digital Communications (IDC), which has now been given permission to challenge the monopoly of overseas telephone business enjoyed by Kokusai Denshin Denwa (KDD).

C & W strongly resisted earlier attempts by officials in Tokyo to force a merger between IDC and a rival Japanese-dominated consortium, International Telecommunications Japan (ITTJ).

Seven big US computer companies joined forces to help investigations which led to Hong Kong's largest-ever seizure of pirated computer software last month. The seizure was made on tip-offs after a joint probe by the group which included Apple, IBM and Ashton-Tate. The investigation could spread to Taiwan and Singapore, which are also considered centres for illegal software.

"It is always helpful if a company can actively prove its copyright has been infringed, as investigations of this kind are often extremely complex," said Mr Chan, a local trading standards officer. On November 27, customs officers in Hong Kong arrested eight people after seizing six truckloads of suspected pirated computer software estimated to be worth more than £150,000.

King Juan Carlos and Queen Sofia have inaugurated a £125 million microchip factory north of Madrid which officials believe will launch Spain into the field of high-technology industry. The factory is a joint venture of the US firm AT & T and Telefonos, Spain's telephone monopoly. Telefonos chairman Luis Solana said the new factory, which is expected to turn out 20 million units by 1991, would not only give Spain the capacity to produce microchips but would eventually make the country an EEC leader in the field. The Spanish government furnished £40 million in financial assistance for the plant, AT & T's first in Europe.

Why fibre optics has not yet caught on in Britain

Using fibre optics to connect computers in a network has not taken off in Britain, yet the technology has much to recommend it, writes Sean Halahan. Optical-fibre technology takes a strand of glass, the width of a human hair, and converts voice or data input into pulses of light, which are then sent along the fibre.

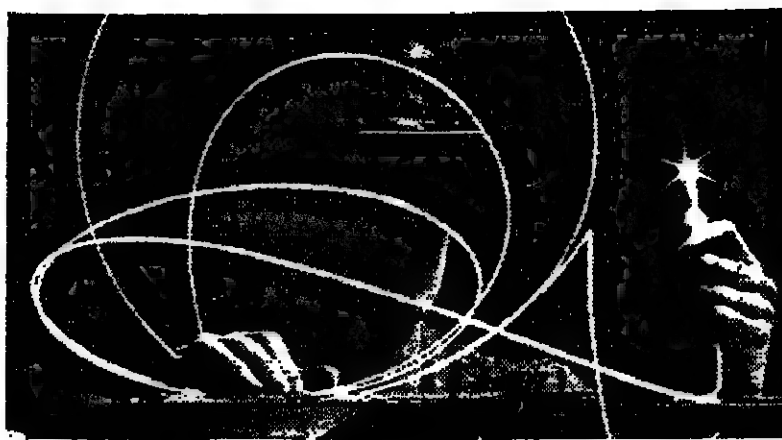
The traditional method of linking personal computers and mainframe terminals is by means of copper wiring. With the growth of the personal computer and the increasing popularity of local area networks comes the need for even more cable. Fibre optics is now being seriously looked at as an alternative to copper and is heralded by its supporters as being faster, able to carry more data and more secure than copper. It is now, they argue, also less expensive and much lighter.

These champions of fibre optics, who by implication are copper sceptics, make a number of points. Copper-based data cables can-

not be run alongside power cables because the latter cause electrical interference. Packing cables together means that there has to be a shield against electro magnetic interference (EMI); making the cable bulkier, heavier and more expensive. Data cables should not be sited near electrical machinery such as lift motors.

A fibre-optic cable, it is argued, does not suffer from these problems. Because the fibre is glass and because the voice or data is a pulse of light there is no danger of EMI. Optical fibre is able to carry signals over greater distances than copper without any deterioration in the signal.

Berwyn Roberts, marketing director of Pilkington Communications Systems, concedes that there are areas in which copper is still a better medium for conducting data than fibre optics. He said: "Over very short distances copper based systems always win on a pure cost basis since there is no need for line drivers."



Networks based on fibre optics are much safer from eavesdroppers

Fibre optics is also said to be extremely secure, an issue of increasing importance, especially in the City. Because it does not emit electromagnetic radiation it is not possible to electronically eavesdrop on the system. Moreover it is difficult to tap into a fibre-optic line.

a fibre-optic line.

Earlier this year Pilkington installed a fibre-optic cabling system in the New York dealing room of Shearson and Lehman. The system consisted of 3,000 miles of optical fibre running from the twenty-fifth to the sixth

floor. Pilkington estimates that cost of cabling the building in copper, including signal amplification equipment, would have cost \$10 million.

But several factors are holding back the growth of fibre optics. One is the scourge of the computer industry - there is no acceptable common standard yet. The American National Standards Institute has a committee which is developing a fibre distributed data interface (FDDI), but there is no sign when it will be approved.

Fibre optics is not yet a really suitable medium for connecting an office-based local area network. One of the problems is a local area network needs to communicate through a data bus or loop. Unfortunately if any part of a fibre optic loop goes down the entire network goes with it.

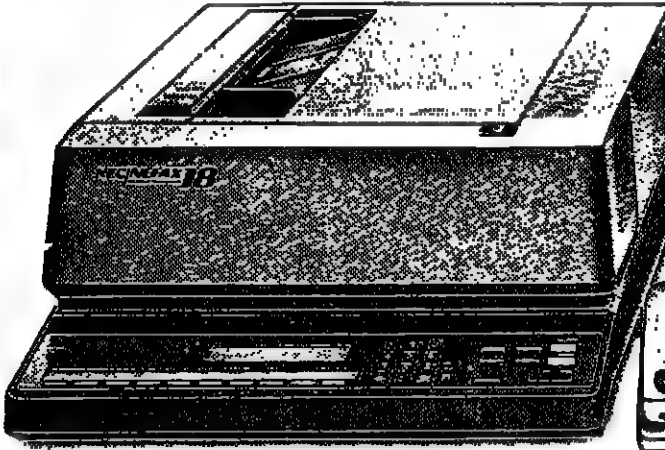
It is more likely that in the future we shall see office networks connected by traditional means while long-distance links between mainframe computers in different offices will be connected by fibre optics.

Stop fax hunting.

The new NEFAX-18 has big fax features in a small fax size.

The hunt may have ended. But the chase has just begun. For NEC's amazing new Nefax-18. The Nefax-18 has features

normally found on bigger, more expensive machines. The A3 document feeder transmits large documents, such as compu-



The new NEFAX-18

ter printouts, with ease. Up to thirty sheets in one go.

It can store up to sixty of your most frequently-used telephone numbers.

Ten of which can be opera-

ted by one-touch dialling. And it receives documents from sixty other offices around the country by remote control.

Together with excellent half tone reproduction quality, for photographs etc, and the facility to preset it to utilise off-peak telephone rates, the Nefax-18 lacks only one thing. Size. It fits snugly on a desktop.

The Nefax-18 comes complete with a step-by-step instruction display. But if you want more information contact our facsimile sales on 01-951 4599.

Once you've had a brush with the Nefax-18, you'll never go fax hunting again.

NEC
NEC Corporation

CHRISTMAS SPECIAL OFFER

taken during December

For no obligation

demo phone

01-951 4599

or return coupon for

further information.

Cost calculated on a 5 year

lease price excludes VAT

limited companies only

OFFICE COMMUNICATIONS GROUP,
FREEPOST,
EDGWARE,
MIDDLESEX HA8 5BR

Please tick. ☐ Arrange a demonstration ☐ Send info
Company Name Phone No
Address
Name Position

ACTION LINE 01-951 4599 Nothing can outfax a Nefax.

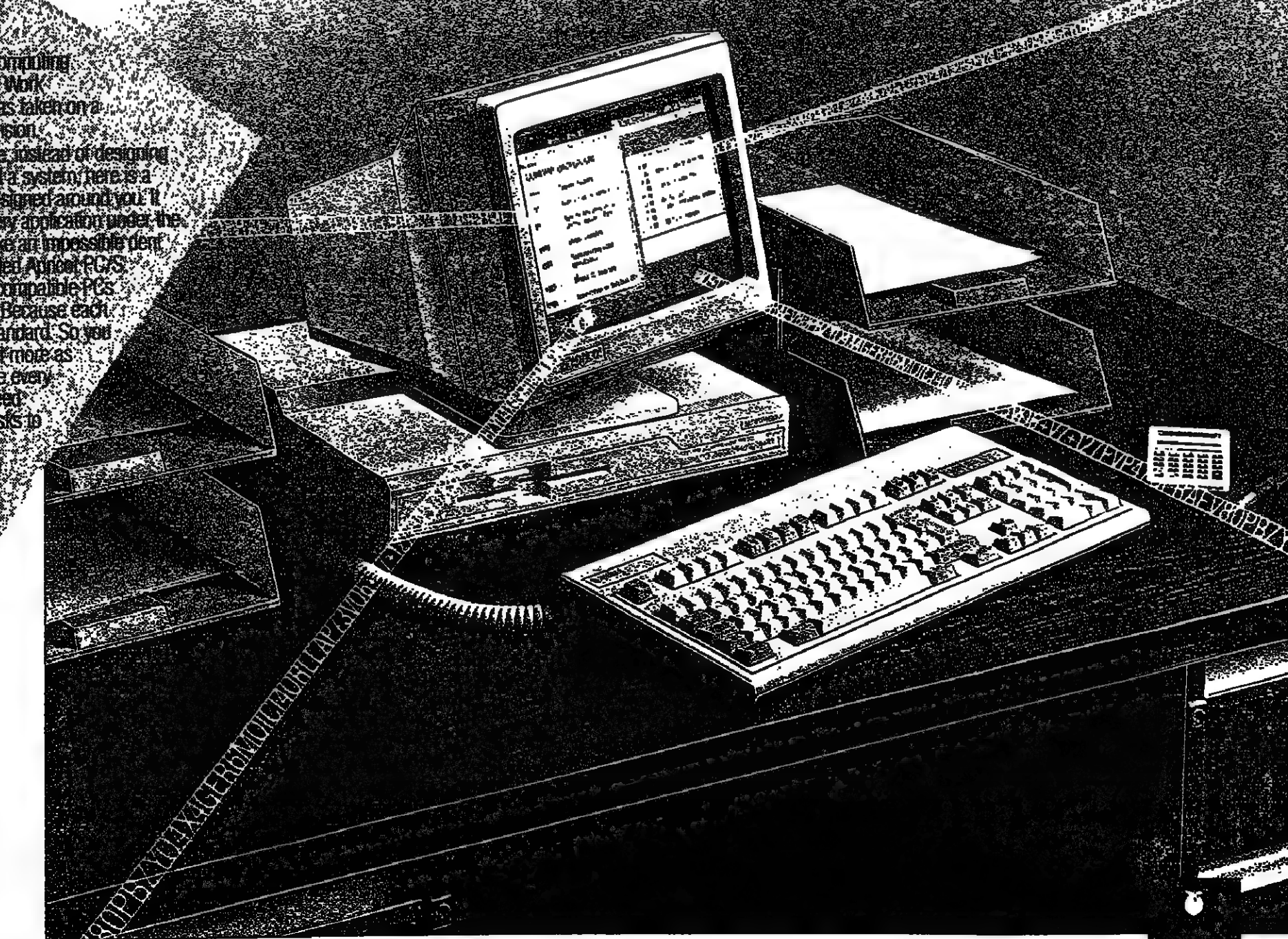
ABOVE ALL ELSE THERE IS APRICOT

COMPUTING FOR THE WORK GROUP

Computing for the Work Group has taken on a new dimension. Because instead of designing yourself around a system, here is a system that's designed around you. It brings together every application under the sun. And it won't make an impossible demand on your budgets. It's called Apricot PCs. This is the first range of compatible PCs designed to work together. Because each has networking built in as standard. So you can start with one, and connect more as your business demands. And like every Apricot system, there is a guaranteed upgrade path to take you from no disks to big disks, from 80286 to 80386 processors - and of course from two to two hundred users.

There is no better way to protect your investment. Nor better heads in which to place it. Apricot has more installed networks in the UK than any other company. And it is already the leading supplier of desktop systems to the Government.

All this with the backing of the largest dedicated support organisation in Britain. Now we would like to make an offer that is tailor-made to your own needs. We'll design a system around your every requirement. Then prove that there is no more cost-effective way to improve the efficiency of your Work Group. Because, above all else, there is Apricot.



apricot

Apricot Computers plc, Apricot House, 111 Hagley Road, Edgbaston, Birmingham B15 8LB. Telephone: 021-456 1234.

Where the future of computing is open to all.

PUBLIC APPOINTMENTS

OPERATIONS MANAGER

Up to £28,056 + a substantial remuneration package
West Ewell

This new post, at Assistant County Engineer level reporting directly to the County Engineer, is for an experienced professional engineer/manager to direct our Waste Disposal, Transport and Direct Labour activities.

You should have had substantial practical experience in the majority of these areas of work, and in the preparation of business, financial and strategic plans. Commercial acumen and a proven ability to control budgets, motivate staff and achieve programmes is essential.

Our benefits package is one of the most extensive in local government — we provide a car, private medical insurance, generous mortgage subsidy, disturbance allowance, and meet the full cost of relocation.

For an informal discussion phone Dr John Begg, who can be contacted on 01-541 7200.

Application forms and further written details of the post are available from the Head of Personnel Services, Surrey County Council, County Hall, Kingston upon Thames, Surrey, Tel No 01-541 9789. (Ref: PSD 33). Closing date 4 January 1988.

SURREY
COUNTY COUNCILCOMPANY SECRETARY
AND ADMINISTRATOR

Commencing salary up to £25,000

ASSISTANT COMPANY SECRETARY

Commencing salary up to £17,500

The British Rail Pension Trustee Company Limited has responsibility for the investment of assets exceeding £5 billion.

As a result of the reorganisation of investment management and of the retirement of the present company secretary, the British Rail Pension Trustee Company invite applications for the following posts:

Company Secretary and Administrator

A lawyer or chartered secretary experienced in company law and trustee responsibilities is sought to take overall responsibility for administrative, compliance, legal, personnel and trustee duties and procedures.

Assistant Company Secretary

A suitably qualified young professional is sought to take direct responsibility for the Company Secretary and Administrator for secretarial, administrative and personnel activities.

The Company Secretary and his/her staff are responsible to the Trustee Board for the administrative, compliance, legal and secretarial activities of the company.

Application form and further particulars available from: Chief Executive, British Rail Pension Trustee Co. Ltd, 6th Floor, Broad Street House, 55 Old Broad Street, London EC2M 1RX.

Closing date for applications 4th January 1988.

British Rail Pension Trustee Company Limited

SENIOR ASSISTANT ARCHITECT

Up to £14,825 (from Feb 1988)

The Department of Architecture within South Tyneside Council currently has a highly interesting and varied project list ranging across the whole spectrum of the council's operation.

Due to this expanding workload we require a registered Architect with at least 2 years experience either in the private or public sector. Candidates should have a high standard of design and construction knowledge plus good administration skills. Any supervisory experience would be highly advantageous in dealing with staff who on occasions are placed under your control.

The department is about to move into new purpose built offices which will provide a highly functional and attractive working environment.

Benefits include flexible working hours and casual user car allowance/loan scheme. There is also a very generous relocation package available to an area which has an abundance of competitively priced housing within easy reach of beautiful countryside and coastline.

Application forms from the Chief Personnel and Management Services Officer, Westside Hall, Westside Village, South Shields. Telephone (091) 455 4958.

Closing date 17 December 1987.

BOROUGH OF
South Tyneside

THE MAIDSTONE BOROUGH COUNCIL

Information
Technology Manager

Salary £23,649 - £26,013

The Council has fully appraised its IT strategy and is embarking upon a stimulating programme of development of all IT systems throughout the Council's services.

The Council wants to appoint an experienced, results orientated person, to lead all IT and computer development and to manage the IT Section which will be directly accountable to the Chief Executive. The post will be demanding and the person appointed will be expected to make an immediate impact within the authority ensuring that the needs of Council Departments are met.

Candidates should have a proven record of success and be able to demonstrate knowledge of IT across a range of systems. Management skills are also needed in order to establish and motivate the new IT Section.

Maidstone is the County Town of Kent, and London and the South Coast are only short distances away. The Council operates a generous relocation scheme and a Mortgage Assistance Scheme is being considered.

Further details and information package available from: Lynn Sims, 13, Tebridge Road, Maidstone, Kent, or telephone (0622) 602018, to whom completed forms should be returned by 21 December 1987.

THE COUNCIL IS AN EQUAL OPPORTUNITY EMPLOYER.



Chief Executive

Salary £26,000 p.a. (grossing reward)

The present Chief Executive is retiring in 1988. Are you the highly motivated professional with outstanding qualities of leadership and management ability capable of replacing him?

Candidates must have excellent interpersonal and communication skills and have a proven record of achievement at the most senior level.

No particular professional qualification is required. However, the successful candidate must be politically aware and have experience of operating with a multi-disciplinary environment.

Derby has a population of 216,000 and offers easy access by road, rail and air. The beautiful Peak Districts are within the county area.

Application forms and an information pack available from City Personnel Officer, The Council House, Derby DE1 2ZG. Telephone Derby (0332) 31111 and 2144 (or 2136). Closing date for the receipt of applications 18th December 1987.

Derby City Council

An Equal Opportunity Employer

The National Association

NAHA

NAHA is the national representative organisation for health authorities. It provides a wide range of services to the NHS including policy development, representation, publications and conferences. Following a major review of our activities, we are embarking on a development programme and wish to appoint the following two posts.

SENIOR POLICY ANALYST

Scale 18 £12,619-£15,317 p.a.

This is a key appointment in the area of NHS Resources. The Senior Policy Analyst will lead this side of NAHA's work and develop the Association's policies on NHS financial issues. We are looking for someone with commitment and good communication skills who can present the Association's policies to a wide range of audiences including MPs and the Government. Applicants should have a degree and have relevant experience in either NHS, public sector or in a membership organisation.

RESEARCH/
ADMINISTRATIVE
ASSISTANT

Scale 1 £6,884-£8,990 p.a.

A research assistant is required to provide support to the Senior Policy Analyst in the area of NHS resources. A degree or equivalent qualification in economics or finance is required.

For both posts we offer flexible working hours, a pleasant working environment and the chance to play a key part in the development of our important work.

Application form and further details are available from: Philip Hunt, Director, NAHA, Girth House, 47 Edgworth Park Road, Birmingham B15 2RS. Tel: 021-471 4444. Closing date for applications: 18 December 1987.

NAHA is an equal opportunities employer.

LACSAB

LACSAB is the Local Authorities' Employers' Organisation. Its main task is to co-ordinate national negotiations for employees of local authorities and related bodies in the country, and to advise local authorities and other bodies on industrial relations and employment issues.

PRINCIPAL OFFICER

£15,295 - £18,546 (Ref H02)

You will, initially, be employed in the section dealing principally with pay negotiations for the fire service.

SENIOR ADMINISTRATIVE ASSISTANT

£12,465 - £14,199 (Ref API)

You will, initially, be employed in the section dealing with local government administrative, professional, technical and clerical staff.

You will be well qualified with several years relevant experience in the industrial relations/personnel field.

Further details of conditions of service, the work of LACSAB and of the section will be supplied to candidates who can obtain an application form by telephoning 01-235 6081 quoting the appropriate reference or by writing to LACSAB, 41 Belgrave Square, London SW1X 8NZ.

Closing date for completed applications - 21 December 1987.

THE JOSEPH ROWNTREE
MEMORIAL TRUST
DIRECTOR

The Trustees are proceeding to the appointment of a successor to Mr Robin Guthrie, Director of the Trust, who has been appointed Chief Charity Commissioner with effect from 1st February, 1988.

The Trust is a charity which influences social policy and practice through research, experiment and by initiating action. It has a disposable income of some £2.5m per annum.

The Trustees consider that those below the age of 40 are unlikely to have the necessary experience for this important appointment.

Suitably qualified candidates interested in being considered for this appointment are invited to write by 11 January 1988 enclosing a curriculum vitae to:

Sir Donald Barron
Chairman
Joseph Rowntree Memorial Trust
Beverly House, Shipton Road
YORK YO3 6RB

METHODIST CHURCH

Ministerial and by members of the Methodist Church are invited to consider applying for the post of General Secretary, Division of Finance, from September 1988. Further details from, and applications by 14 December 1987 to: The Divisional Secretary, Mr M. Partridge, 27 High West, Finner, Huddersfield HA5 2ED (Tel: 01484 6857). Shortlisting will be on 30 January 1988 and interviews in London on 5 February.

HORIZONS

A guide to
career opportunitiesYour obedient servants in
Britain's town halls

On a weekday night in town halls throughout the land, council committees are about their business of spending large sums of money.

The committee chairman is, in normal circumstances, backed by a cluster of officials — chief executive's representative, the departmental director, a treasurer's watchdog and, nowadays, often someone from legal services to advise if the Government has passed legislation forbidding whatever it is the committee is proposing.

Among them will be a quiet figure who is possibly the only person in the room who fully understands the intricacies of the agenda. He — or she — is, after all, the person who compiled it.

Kevin Thomas was once one of this cadre of committee clerks who collectively organize the smooth running of the council's affairs. At 33 Kevin now earns more than £20,000 as acting head of corporate services in the London Borough of Southwark, having entered local government almost by accident. Guaranteed a university place, he first took a temporary job with a London council and stayed.

Joining Southwark as a trainee committee clerk, he was soon an assistant clerk on a grade which now pays £9,900 a year, progressing to full clerk status (at around £12,000) a few years later. The basic job is, as he describes it, "acting as secretary to the committee, getting the agenda together in a way that makes sense, guiding councillors in their discussion of the various items, recording decisions and afterwards making sure they are carried out."

It sounds straightforward, but in many authorities, particularly those which are highly politicized in their approach, the clerk is at the centre of continuous turbulence. Even in normal conditions internal town hall rivalries can produce conflicting pressures.

"The department director may prefer one option, the chief executive another, and the committee chairman something else altogether. Setting out the various alternatives and concluding with recommendations, which are likely to command consensus support is thus a machiavellian art, and while each report is likely to have been drafted by the service department it is the committee clerk's task to ensure that all relevant points of view are encompassed in the final version."

The post is, Kevin Thomas suggests, unique in local government because of the number of bosses the clerk needs to keep happy.

He explained: "There is your individual manager, the chief executive's representative monitoring the committee, your committee chairman and the chief



The administrative wheels of the 500 or so councils throughout the country are kept running smoothly by the committee clerks. Bob Smyth describes the advantages of the job as a stepping-stone to a local government career

officer of the department you are servicing. It's rather like being a one-person telephone exchange, monitoring a flow of information between officers and members. You are not a decision-maker or implementer but a facilitator — and also a guardian of the constitution, making sure decisions are within the rules."

Though local government officers have a duty to be impartial, except for a new breed who are in some authorities appointed as political advisers, they are often politically astute. A clerk, in particular, frequently acts as personal assistant to his or her chairman, drafts letters sent in an official capacity, and briefs them for speeches inside or outside the council chamber.

In all-party administrations these days real decisions are generally made in pre-committee caucuses of the majority party. This means, says Thomas, "that agenda reports have to be more clearly explanatory and the arguments more

succinctly put when officers are not going to be present to explain them." Full committee meetings are, he suggests, "now rather like the House of Commons, where people make party-political speeches, the issues having been discussed and decided beforehand."

Qualifications for the role are habitually a degree, probably supplemented by later study for the membership exam of the Institute of Chartered Secretaries and Administrators, which covers both public and private sectors.

To compensate for his own interrupted university education, Kevin Thomas went about acquiring a master's degree in public and social administration at Brunel University. The additional requisite talents are, he ventures, "a high level of personal organization, good communication skills — written and oral — and good interpersonal skills, particularly being a good listener."

As a means of seeing how a council operates, the committee division provides an unequalled bird's-eye perch. This assists further promotion, but also means such administrators have no professional speciality which would ensure a normal career progression in other "trades" such as finance, law or planning.

Possibilities include, says Thomas, management positions within the same department, the acquiring of different qualifications, or work in the company secretary's section of companies, or other public enterprises.

Thomas has remained in the council's central administration. He recognizes that while starting salaries in local government are currently fairly satisfactory, top management is paid a lot less than their equivalents in the private sector. There is also a lot of evening work, and considerable stress arising from what can sometimes be fairly lively public meetings. "There is, though, still a strong element in the good local government officer of dedication to the public service and a desire to serve the local community."

Describing his own present post, he lists his responsibilities as covering corporate plans, inner-city initiatives, service delivery review, capital programme preparation, grants co-ordination, committee servicing, community development, welfare rights and police and public safety. Local government employment may have many pains but dull it surely isn't.

● The Institute of Chartered Secretaries and Administrators offers various free leaflets including Career Development for Administrators in Local Government, available from the Institute at 16, Park Crescent, London W1N 4AH (01-580 4741).

COMMERCIAL
OFFICER

Danish Embassy

A vacancy exists at the Danish Embassy for a Commercial Officer. Duties will include: market research, trade promotion, establishment of contact between Danish exporters and British importers/agents etc. Candidates should have marketing/sales experience within the British capital goods market and have a fair knowledge of the Danish capital goods industry. Applicants should be aged between 25 & 35, graduates preferably in a business discipline and fluent in English with a good working knowledge of Danish.

Applications with a full CV should be sent to: Royal Danish Embassy, Commercial Section, 55 Sloane Street, London SW1X 9SR.

Chichester Harbour Conservancy

Manager and Harbour Master

c. £17,000 per annum + car allowance

Chichester Harbour is an Area of Outstanding Natural Beauty and is a Site of Special Scientific Interest of international significance. Covering some 22 square miles between Hayling Island and West Wittering, the Harbour contains 17 miles of navigable channels and, with a fleet of 9,000 craft, is one of the largest recreational harbours in the country. The Harbour with its surrounding Area is managed by the Chichester Harbour Conservancy, a body created by its own Act of Parliament to act as the harbour authority with wide-ranging powers relating to recreation, conservation and security in the area.

As the result of the forthcoming retirement of the present post-holder, Captain IAS Mackay, F.R.N., R.N., in April 1988, the Conservancy is seeking for the post of Manager and Harbour Master. With the Clerk and Treasurer, the Manager and Harbour Master forms the management team of the Conservancy and he is responsible for the management of the Harbour Office at Chichester. Applicants should be competent and experienced managers be committed to the conservation and enhancement of this unique area of high landscape and natural history interest and be able to lead and inspire a small team of dedicated staff.

Further details and an application form can be obtained from the Clerk to the Conservancy, County Hall, Chichester, West Sussex, PO19 1HQ. Telephone: Chichester (0243) 777703. Completed application forms should be returned to the Clerk by 19th January, 1988. Captain Mackay will be pleased to discuss the appointment informally on 01243 512301.

East Berkshire
Health Authority

UNIT GENERAL MANAGER

Wrexham Park Unit, Slough

SALARY: £27,000 plus performance-related pay.

Our present Unit General Manager has been promoted to a District General Manager's post, and we are looking for a replacement.

This is a developing acute unit with 684 beds and a budget of £17 Million. Almost all acute specialties are provided on site including a newly developed M/E/M service.

Candidates will be experienced managers with demonstrable ability and achievements. Prospective applicants may contact David Treloar, District General Manager, on Winkler 859221 or Stuart Grey, the present Unit General Manager, on Slough 34587, for informal discussions.

Information package available from the Director of Personnel, District Personnel Department, Frances House, 81 Frances Road, Windsor, Berks, SL4 3AQ. Telephone: Windsor 859221.

Closing date: 8 January 1988

THANET DISTRICT COUNCIL

MARKETING MANAGER
£25,000 PER ANNUM
TWO YEAR FIXED TERM
CONTRACT

This is a key appointment which has been created to spearhead the Council's plans to revitalise the tourist and associated publicity activities.

You will head the small Marketing Division reporting directly to the Chief Executive and be responsible for the marketing of the area's tourism, leisure and conference functions. There is a need to maintain close working relationships with local, regional and national tourism interests and organisations.

You will undertake the major role in sustaining and enhancing tourism promotion and development of the district resort whilst co-ordinating the district marketing strategy for the Authority. It is a high profile strategic role calling for experience of promotional management together with proven creativity and conceptual judgement. You will have some resort experience.

Thanet includes the pleasant seaside resorts of Margate, Ramsgate and Broadstairs and has good links with London and the Continent. House prices are lower than most areas of the South. We offer generous relocation expenses, temporary accommodation, essential user car allowance or car leasing, medical screening and payment of one professional association membership fee.

Application forms obtainable from The Personnel Advisor, Thanet District Council, Council Offices, Canal Street, Margate, Kent CT9 1XY. Telephone (0843) 225511 ext 2124.

Closing date 23 Dec 1987.

MARGATE
BROADSTAIRS
RAMSGATELOOKING FOR A CHALLENGE?
FIND IT IN HACKNEY!
HACKNEY COUNCIL FOR RACIAL EQUALITY

CHIEF OFFICER

£14,551-£16,982 (higher salary from February 1988)

We are looking for a Chief Officer, well versed in all aspects of race relations work, to help tackle racial discrimination and disadvantage in Britain's poorest borough.

Working to the Executive Committee you will be responsible for developing anti-racist policies, encouraging black self-help initiatives and combating racist propaganda. You will need to have good communication, administrative and inter-personal skills but above all, be able to co-ordinate, motivate and manage.

WE ARE PREPARED TO NEGOTIATE A HIGHER STARTING SALARY IF APPROPRIATE. This post is funded by the Commission for Racial Equality and a contributory pension scheme is available.

For further details and application form, please contact:

HACKNEY COUNCIL FOR RACIAL EQUALITY
1 Crossway, Stoke Newington, London N16 8LA
Telephone 01-241 0097

Closing date for receipt of applications: 8th January 1988.

This is a re-advertisement. Previous applicants need not re-apply.

Executive Secretary

The British Poultry Federation represents the growing and dynamic poultry and egg sectors of agriculture throughout the United Kingdom. We now require an additional Executive Secretary with administrative skills, political acumen, initiative, and experience of an enthusiasm for public relations activities.

The post is London based, and the preferred age range is 25-35. Attractive salary, pension and other fringe benefits.

Familiarity with agriculture, languages or computers an advantage.

Apply with full c.v. to

Director-General, British Poultry Federation,
High Holborn House, 52-54 High Holborn, London, WC1V 6SL.

01-481 1066

PUBLIC APPOINTMENTS

01-481 1066

CITY OF
GLASGOW
An Equal Opportunity EmployerDIRECTOR
OF HOUSING£36,477-£38,814
(From 1st February 1988)

The City of Glasgow District Council is one of the largest housing authorities in the United Kingdom. It owns and manages 170,000 council houses (57% of all housing in the City) but is committed to a policy of diversification of tenure and decentralisation of management. Notwithstanding recent improvements, the City has formidable housing problems but enjoys a reputation for pragmatism and imaginative innovation in tackling these and in facing the challenge of inadequate funding.

The Department has an annual turnover of £400m; employs 2,000 staff; and has a capital investment programme of £650m over 5 years for the improvement of its own stock; with a further £200m in support of private sector repairs, improvements and construction.

The Council now needs a new Director of Housing. The successful applicant will —

- Provide energetic leadership and maintain the current momentum and direction of change.
- Be capable of responding positively and energetically to new demands.
- Rise to the challenge and opportunities presented by new legislation.
- Display management and administrative skills of a high order.

The successful applicant will have a record of achievement at senior level in local authority housing or a related field. He/she will be a member of the Council's Management Team and directly responsible to the Chief Executive.

Sick pay, superannuation and non-contributory life assurance schemes are in operation. Generous relocation expenses are payable in appropriate cases.

Application forms, together with further details, available from the Town Clerk, City Chambers, Glasgow G2 1DU, quoting reference ML8 (telephone 041-227 4167) to be completed and returned by Thursday 31st December 1987.

Applications are welcome from individuals regardless of their colour, nationality, ethnic origin, religion, social background, marital status, sex or age. This vacancy is also open to suitably qualified disabled persons.

GLASGOW'S MILES BETTER

TECHNICAL

MVM CONSULTANTS LTD
SYSTEMS
CONSULTANTSSalary: £14,500-£19,500
plus fringe benefits

We are a British based management consultancy recently appointed to undertake a major new initiative to improve the performance of Local Government in England and Wales. In order to fulfil the requirements of this challenging new opportunity we are looking to appoint local authority professionals well versed in the strategic issues of Local Government computing. The successful candidates are also likely to have a good knowledge of the system requirements of Local Government, have experience of leading in the development and implementation of non-financial systems in user departments. Experience of corporate property systems would be an added advantage.

If you are looking for an opportunity to apply your local government knowledge and experience then we are confident and welcome a detailed CV to:

The Company Secretary,
MVM Consultants Ltd,
15, Colindale Avenue,
Colindale, London NW9 1ST.TECHNICAL SERVICES DEPARTMENT
HANTS COASTAssistant Building
Control OfficerScale 5/SO1 £5790-£11805
(£5988-£12072 wtd L2.88)

plus Lump Sum Car Allowance of £1422 pa

Gosport is an attractive Borough on the Hampshire Coast. It enjoys a peninsular location adjoining The Solent with excellent recreational facilities. Applicants should have a wide knowledge of Building Regulations and associated legislation, and will carry out Building Control duties within an area of the Borough. These will include site inspections, the examination of plans and the inspection of dangerous structures. It is anticipated that the successful candidate will possess the IBC or IAAS final qualification or be currently undertaking training towards this end. A current driving licence is essential. Car loan facilities will be available, and generous assistance with relocation in appropriate cases where temporary Council accommodation may also be provided.

Application form and job description may be obtained from the Personnel Section, Town Hall, Gosport, Hampshire PO12 1EB (tel. (0705) 584242). Closing date for receipt of applications — 31st December 1987. Gosport Borough Council is an Equal Opportunity Employer.

PUBLIC AND
HEALTH CAREThe Government of Saudi Arabia
MINISTRY OF INTERIOR

Safety Specialist & Radio Active Specialist
The M.O.I. require qualified RADIO ACTIVE SPECIALIST and SAFETY SPECIALIST with a minimum of 5 years Exp in the field. Qualification degree or specialized courses. Excellent (Tax Free) salary which will commensurate with Qual and Exp. Benefits include accommodation and travel allowance, generous annual leave, air tickets and free medical care.

Please send full C.V.
(ref: 209 860) to:
Saudi Arabian Government
Personnel Office
Suite 1, 4th Floor
1 Great Cumberland Place
London W1H 7AL
Tel No: 01-724 0897

STAFF & ENROLLED NURSES

Full/Part Time - Flexi Hours/Job Share
If you are interested in nursing children in a caring and homely environment and have paediatric experience we would like to hear from you.

Our Paediatric Unit is based at Central Middlesex Hospital, London NW10, and staff are afforded the opportunity of further advancement. We have a very active and comprehensive Post Basic and Continuing Education Department.

£250 London Weighting payable.
Sister Hathaway would welcome informal enquiries on 01 895 5733 ext 2040.

For immediate interview contact Sandhya Desai on 01 903 1323 ext 3283: Community Unit Personnel Department, Wembley Hospital, Wembley Avenue, Wembley, Middlesex, HA9 4UH.

CENTRAL MIDDLESEX HOSPITAL
working for equal opportunities

NATIONAL HOME IMPROVEMENT COUNCIL

PROJECT MANAGERS

(SALARY £11,952 - £13,653)

FOR NEIGHBOURHOOD REVITALISATION SERVICES

NRS has been developed to bring about the improvement of older housing, in partnership with Local Authorities. Eleven schemes in the country are already established. A further 6 Project Managers are required for the following new projects where large numbers of private sector houses require repair, improvement and maintenance.

BRISTOL (two projects), MORECAMBE, LANCASTER, COVENTRY AND ALLERDALE (MARYPORT)

NRS is sponsored by the NHIC and funded with a grant-in-aid from Government. Bright, intelligent, enthusiastic professionals, looking for a challenge and an opportunity to develop their initiative are required to manage the schemes.

Applicants will need to demonstrate their experience in management, housing, community liaison, organisation and promotional skills, an ability to work in a team frame work and promote partnerships between the private and public sectors. Applicants should be suitably qualified or have appropriate experience.

Apply with career details and the names of two referees to:

Mr. Terry Brunt
NRS General Manager
26 Store Street
London WC1E 7BT
Tel: 01 637 8368

Closing date: 31st December 1987

NRS

PUBLIC AND HEALTH CARE

If your specialism is
Mental Health...... there can be few more interesting
or more challenging roles than this.

Senior Social Worker

£11,403 - £13,215 (£11,655 - £13,506 from February 1988)

The role of Senior Social Worker — Psychiatry at Wexham Park Hospital is not limited to developing the service or to leading the small social work team in the Psychiatric Unit. You will also make a significant contribution to social work activities in other areas of the hospital, including Accident and Emergency, and to the rehabilitation programme which aims to help patients with long standing mental health problems to leave hospital.

Wexham Park is a District General Hospital serving the Slough area. Its new Psychiatric Unit offers excellent facilities and includes a Day Hospital, an EMI Unit and OT departments, all operating under a well-developed multi-disciplinary approach. The National Schizophrenic Fellowship, Alcoholics Anonymous, Al Anon and Al Ateen all meet at the hospital.

Already experienced in the Mental Health field, you will be actively encouraged to develop your particular interests further and to

exercise your imagination and proven flair. Full support and supervision is available whenever you need it and opportunities for further training in Berkshire are second-to-none.

We also offer an improved scheme for relocation assistance to this attractive County, with its unusual mix of urban and rural and superb cultural and leisure facilities. We may be able to assist with temporary accommodation should you need it.

If your interest lies in Mental Health and your 4+ years' post-qualification experience is relevant, find out more.

Contact John Fader, Principal Social Worker at Wexham Park Hospital, on Slough (0753) 34567 ext 4080.

Application forms can also be obtained from the Personnel Section, Social Services Department, Shire Hall, Shirefield Park, Reading RG2 9XH.

Tel: Reading (0734) 875444 ext 4846.
Closing date: 21st December, 1987

Royal County of
BERKSHIRE

AN EQUAL OPPORTUNITY EMPLOYER



Theatre Staff Nurse/SEN

The Hampshire Clinic, an expanding prestigious private hospital on the outskirts of Basingstoke has a vacancy for a Theatre Staff Nurse/SEN, 37 1/2 hours per week, part-time considered. Excellent pay and conditions, free meals and uniform plus private health cover and pension for full-time staff.

Applications and enquiries to the Hampshire Clinic, Basing Road, Old Basing, Basingstoke, Hants RG24 0AL or phone Basingstoke 57111 ext 300.

angel ash
International Recruitment
SAUDI ARABIA

Immediate vacancies throughout the Kingdom. Minimum 5 years post-graduate experience. One year contracts. Specialists: Anaesthetist, Cardiologist, Neurological Surgeon, Neurologist, Radiologist, Neurologist, Paediatric Cardiologist, Con. Rheumatologist, Con. Ophthalmologist, Con. Otorhinolaryngologist, Con. Pathologist, Vascular Surgeon, Nephrologist. Also SRNs with 3 years experience in all specialties.

All posts include excellent tax free salaries and all usual Middle East benefits. Further information: Kathy Johnson 01-488 1444 (0705-6368) (even & evenings) or CV with copies of certificates to address list 70-71 New Broad St London EC4W 3ET

THE HERTFORDSHIRE CHESHIRE HOME
ST JOHN'S ROAD, HITCHIN, HERTFORDSHIRE

The Hertfordshire Cheshire Home is a purpose-built Home for 34 physically handicapped adults close to the town centre of Hitchin.

There is a good staff ratio, and up to date equipment has been provided to assist the nursing staff.

We now require a

SENIOR SISTER/
DEPUTY HEAD OF HOME

to lead the nursing team under the direction of the Head of Home

Applicants should be experienced as Sister/Head of Home and should have a commitment to the total care and well-being of the disabled residents. Minimum qualification: RGN, Community or Social Work Experience an advantage. Salary: Whitley Council Scale 1, Basingstoke.

Application forms and job descriptions from Mr. A. Dickinson, SRN, on 0488 53460.

SWIFT NURSING AGENCY

RGNs, RMNs and SENs

For full and part-time posts NOW!

We offer: introduction bonus, loyalty bonus and weekly pay.

Our nurses come first!

01 441 5496

49 High Street, Barnet, Hertfordshire

(Licensed by the the London Borough of Barnet)

DISTRESS GENTLEMAN'S AID ASSOCIATION (DGA)

PHYSIOTHERAPIST

Part-time PHYSIOTHERAPIST in sole charge

required for up to 24 hours weekly at Vicarage Gate House Nursing Home caring for elderly, elderly patients situated in a quiet part of

Kensington. Fee negotiable. Please write or telephone Matron, Miss L. Gossy, SRN, RGN, SCM, Vicarage Gate House Nursing Home, Kensington, W8 4AQ (Tel: 01-229 2305).

BOURN HALL
INFERTILITY
CLINIC

BOURN, CAMBRIDGE

MEDICAL
OFFICER,

equivalent to senior registrar. Must hold MRCCOG and be experienced in laparoscopies and ultrasonography.

Duties will be partly at Bourn Hall and the expanded facilities of Bourn Hall at the Churchill and Cromwell Hospital.

This full-time post is non-resident.

Hours, terms and conditions to be discussed at interview. Please telephone Cambridge 315 555 for an application form.

THE WHITLEY HOMES TRUST

Whitley Village, Wotton-on-Thames, Surrey

SRN

Day Duty

Resident or non-resident, required for full-time duties in our private Geriatric Hospital of 39 beds serving the unique self-contained beautiful village for the elderly. Salary according to Whitley Council scale. Appointment commencing January, 1988.

Apply: Matron, on Weybridge 94754.

POWER INTERNATIONAL PLACEMENTS (GB)

requires

QUALIFIED NURSES

With foreign exam (or pending results) immediately for positions in the USA. Visa, air travel and housing assistance provided in hospital of your choice in New England area.

Power International provides nurses with continuous support in the USA. Remember we are always just a telephone call away.

Please telephone: Sheffield 485079 for interviews to be held shortly. (4875)L

MILDMAY MISSION HOSPITAL

Hackney Road, London E2 7NA

Tel: 01-739 2331

A charitable Christian hospital serving the local community.

The following groups of staff are required for our rapidly developing service to the young chronic sick, GP and respite care patients. Also for challenging new posts in our purpose built 9 bed hospice unit for AIDS patients:

Registered General
Nurses Enrolled Nurses

The successful candidates will be committed to this type of care and will be working as part of a multi-disciplinary support team. They should be in sympathy with the Christian aims of the hospital. Salary scale in accordance with Whitley Council. Informal visit welcome.

Please apply to Mr. J. F. Burleigh, Personnel Department, Tel: 01-739 2331

COXHILL MANOR

Chobham, Surrey, GU24 8AU

JOINT
MATRON

For our elegant and expanding Nursing Home. Leadership skills, organising ability and tact are all essential and experience and enthusiasm. Excellent salary, conditions and prospects. We also have a vacancy for a full or part-time RGN (M/F).

Tel. (09905) 8926

Montagu Nurses

(Est. 1928)

24hr Personal Service

We urgently need qualified nurses to work in Central London

Work is also available for Midwives, RSCNs, ITU and Theatre Nurses

Top rates paid weekly

Accommodation available at short notice, telephone, car or rail

Montagu Nurses

18 Northampton Road, London W1M 3FB
Telephone: 01 525 5231/525 5005
(Evenings 01 567 2738)

(nearest Tube, Baker Street)

COUNCIL FOR PROFESSIONS
SUPPLEMENTARY TO MEDICINEMANAGER OF
ADMINISTRATIVE SERVICES

Applications are invited for the above post comprising work relating to the education, registration and discipline of the Professions Supplementary to Medicine, together with management of a small senior administrative team and acting for the Registrar in his absence. The particular needs of the post are experience of committee procedure, and ability to absorb facts and items of detail. Short-hand desirable. Experience in education or health care administration highly desirable.

Salary: £15,574-£19,340 p.a. (including London Weighting). Pension may be transferable.

Interviews in January for appointment in March/April.

Applications in writing (application forms not supplied), with a full career history and names of three referees to: Registrar, CPSM, 184 Kensington Park Road, London SE11 4BU, by December 21, 1987, marked "Confidential".

ROCKDALE HOUSING
ASSOCIATION LIMITED

MATRON

We require a Matron (m/f), salary scale £10,098 to £11,112 per annum, for our Part III residential home for the elderly. We are currently improving and extending our home to provide facilities for 30 elderly residents to include an extra care wing. We are looking for an experienced and enthusiastic Matron, preferably SRN/RGN to be responsible for the day-to-day running of the home, and to foster a secure and homely environment for our residents. Accommodation is available if required, for which a deduction from the salary would be made. The post will be filled on the basis that all applicants are offered equal opportunity. For further details and an application form, please apply to:

The General Secretary,
Rockdale Housing Association Ltd,
The Pleasance,
Rockdale Road, Sevenoaks,
Kent TN13 1JT
Tel: (0732) 458762 (4894)

SWANTON HOUSE

Nursing Home, Swanton, Norfolk.

RN - full-time, day duty.
RGN - four nights per week.
Assistant Cook - full time.

For further information please contact Mrs J. Bradshaw, on 0263 860226 (4826)

FINANCIAL

UNIVERSITY OF BRISTOL

Assistant Finance Officer

Applications are invited from qualified accountants for this senior post in the Finance Office. The salary scale is £18,450 to £21,605 p.a. The scale is expected to increase by about 6% next March.

The person appointed will be responsible for the preparation of University accounts and estimates, costing and special investigations. Experience of computer-based accounting systems is required. Duties will change from time to time, so that the post-holder will gain wide-ranging experience of the University's finances.

Further particulars may be obtained from the Finance Officer, University of Bristol, Senate House, Tyndall Avenue, Bristol BS8 1TH. Applications should be sent to him by 11th January. The University does not issue application forms.

01-481 4481

LEGAL APPOINTMENTS

01-481 4481

ALPS ACCOUNTANCY & LEGAL PROFESSIONS SELECTION LTD
 3 London Wall Buildings, London Wall, London EC2M 5PU
 Tel: 01-588 3576 Telex 887374

Heading a qualified professional team, opportunity to obtain wide-ranging high level international experience with prospects also to embark on career in General Management

ALPS SOLICITOR - MANAGER OF LEGAL DEPARTMENT
HONG KONG £40,000-£43,000 + BENEFITS (TAX 17%)

MAJOR DIVERSIFIED INTERNATIONAL GROUP - ASSETS EXCEED £2 BILLION

For this new appointment, we seek Law graduates, admitted Solicitors, aged from 32. We require a minimum of 4 years post-qualification experience in the company/commercial field, handling major transactions for substantial listed companies. This will have been gained with a leading professional firm or as a senior member of the legal department of a large international group. Reporting to the Group General Counsel, the successful candidate will manage a team of 4 in-house lawyers dealing with a spread of commercial issues in support of Asian and other global operations. There will be direct responsibility for key legal projects and for the implementation of systems to co-ordinate and control internal legal processes and liaison with external professional advisers. A significant input on strategic legal planning will be expected and some overseas travel is involved. Essential qualities are commercial acumen, a talent for problem solving and the ability to contribute to the overall progress of this group. Initial remuneration, by way of high basic salary and performance related bonus, negotiable £40,000-£43,000 (maximum tax 17%), contributory pension, life assurance, furnished accommodation, free family medical cover, annual leave with passages, plus children's education and travel allowances. For this appointment we are keen to hear from candidates in strict confidence by telephone on 01-588 2185 or 01-588 4313 or alternatively applications in writing under reference MLD146/T to the Managing Director, ALPS.

3 LONDON WALL BUILDINGS, LONDON WALL, LONDON, EC2M 5PU. Telephone: 01-588 3576 or 01-588 3576. Telex: 887374. Fax: 01-588 6501

ORGANISATIONS REQUIRING ASSISTANCE ON RECRUITMENT - PLEASE TELEPHONE 01-588 7535

BANKING AND INTERNATIONAL FINANCE

We are looking for intelligent, hard-working young lawyers (preferably with good City experience) to join a friendly and enthusiastic team in a leading City firm.

Successful applicants may wish to avoid over-specialisation but will be committed to the highest standards. We will involve them in a wide range of interesting work for important banking, financial services and corporate clients and give them a high degree of direct client contact.

Remuneration is competitive, and prospects are excellent for lawyers with the will and ability to succeed in their work.

Please write in confidence with a full curriculum vitae to: Michael Charteris-Black, Simmons & Simmons, 14 Dominion Street, London EC2M 2RL.

Thomson Snell & Passmore Solicitors Property Lawyers Sevenoaks

Here is a golden opportunity for an ambitious person seeking the stability of a large firm and the challenge of developing a small branch.

We are the oldest professional firm in the country and one of the largest outside London. Our Sevenoaks branch now needs a property lawyer with at least 2 years experience, post admission.

The work will cover mainly domestic conveyancing but also will include commercial and other property work. A principal ingredient will be promoting the firm.

If you believe that your personal qualities are suited to an outward-looking, progressive firm and to the task of expansion, then ring or write to:

Charles Hooper, Thomson Snell & Passmore, 3 Lonsdale Gardens, Tunbridge Wells, Kent, TN1 1NX. Telephone: Tunbridge Wells (0892) 510000



CARTWRIGHTS COMMERCIAL CONVEYANCERS BRISTOL

We are a successful 17 partner commercial firm based in Bristol. However, our work is nationwide, and is closely linked to the leisure industry and licensed trade.

As a result of expansion, we have the following vacancies for competent and motivated Commercial Conveyancers:

1. A Solicitor with three or more years relevant post-qualification experience seeking early Partnership.
2. A more recently qualified Solicitor wishing to specialise in Commercial Conveyancing. Ability and enthusiasm are more important than previous experience, as full training and supervision will be given.

In each case the work will cover a wide range of commercial conveyancing transactions, although there is an emphasis on the acquisition, disposal and funding of licensed and leisure properties.

The remuneration packages are generous and include a car, and the working environment is both friendly and stimulating.

Those interested should either send a full C.V. to G.Brand, Marsh House, 11 Marsh Street, Bristol BS99 7BB marked "Confidential" or telephone G Brand for an informal discussion on (0272) 293601.

SOUTH HAMPSHIRE

With a history dating back over 100 years and with twelve offices serving the Commercial centres of Portsmouth and Southampton we can boast a well established practice and sound business base.

Add to that a progressive outlook, a highly professional team plus enthusiastic support services - then you have a practice that is going places.

We have rapidly expanding commercial and litigation departments and are looking for:

Recently admitted Company/Commercial Solicitors,

Litigation Solicitors, at least 18 months qualified, with advocacy experience.

A Legal Executive with experience in civil and matrimonial law.

If you would like to join our team, working in an attractive area of the country, write with C.V. to: Pauline Johnson, Coffin Mew & Clover, 213 West Street, Fareham, Hants.

Coffin Mew & Clover
 SOLICITORS
 COMMITMENT FOR QUALITY

MAKING LEGAL SENSE
 of your career

SIMMONS & SIMMONS

LONDON

RESIDENTIAL PROPERTY To £35 K
 A solicitor with up to five years' relevant experience is sought by this progressive central London practice to undertake a high quality caseload of residential conveyancing. Prospects are excellent.

COMMERCIAL LITIGATION c. £23 K
 As a result of expansion in its thriving commercial litigation department a well-established City practice has an urgent need for a recently qualified solicitor with ability and drive.

IN-HOUSE LAWYER & ATTRACTIVE
 We are instructed by a leading household name company to introduce a solicitor with at least six months' PQE prepared to assume responsibility for a mixture of conveyancing and company secretarial duties. An attractive salary is on offer together with a company car and benefits.

COMPANY/COMMERCIAL To £30 K
 An alert and enthusiastic young solicitor is required for the company/commercial department of a medium-sized City firm to handle a wide range of corporate matters with the opportunity to become involved in top-drawer Yellow Book work.

Law Personnel
 Staff specialists in the legal profession worldwide
 16 Aldwych, London WC2B 4DF. Tel: 01-242 1281
 (Interviews after office hours)

VIVASH HUNT

Our Worcester Park office urgently seeks young solicitor or experienced Legal Executive to head our busy litigation department. An outgoing personality and sense of humour is essential. Knowledge of matrimonial work and civil litigation is required. Newly qualified applicant with the right experience in articles considered. We are a progressive five partner firm with good offices and our own parking facilities. There are definite prospects for the right applicant. Why not come and join us?

Write or Telephone to: Duncan Bates, 19/21 Central Road, Worcester Park, Surrey KT4 8EH. Tel: 01-330 1961.

EXPERIENCED LEGAL EXECUTIVES

Required for probate/trust department in attractive West Country location. Salary by negotiation up to £14,000 per annum. Please apply to:

Nantes & Wyde, 36 East Street, Bridport, Dorset DT6 3LH. Tel: 0308 22313/4/5.

PUBLIC APPOINTMENTS

FINANCIAL



DIRECTOR FOR FINANCE AND SYSTEMS SERVICES

Bible Society is a charity employing 150 people in Sweden, and wishes to appoint a Director for its Finance and Systems Services Division, which has a staff of about 25. The Division's purpose is to provide financial and systems services for the whole of the Society and includes the management of its extensive and growing DEC computer system.

The successful candidate will be a committed Christian with financial management experience, preferably with a charity. He or she will be dedicated to the use of the best modern management methods, and will be familiar with the use of computers for accounting and other purposes. Experience of managing computer applications projects will be a significant advantage. A deep commitment to seeing the Bible owned, used, valued, and shared by more people throughout the world is also important.

Applicants will be qualified accountants. Preferred age is 35-45. Remuneration includes a salary, car, free medical and life insurance, contributory pension scheme and 50% relocation costs.

Please send a detailed C.V. or for an application form and job description to be returned by 31 December 1987, please contact James Elliott, Personnel Manager, Bible Society, Stonehill Green, Westley, Swindon, SN4 7DG. Tel: (0793) 617381.

LEGAL

WILTSHIRE COUNTY COUNCIL Local Government Solicitor or Barrister

Salary up to £17,151

Wiltshire County Council needs a solicitor or barrister to advise on education and employment law. Whether you are newly qualified or experienced, Wiltshire is an excellent County in which to start or progress your career. You will join a busy, cheerful team and be given every opportunity to develop your work and experience with this active local authority.

Wiltshire has marvellous countryside and excellent sporting, recreation, shopping and leisure facilities. We offer a good career, flexible working hours, up to 5 weeks holiday plus 10 bank holidays and extra days, travel and lodging allowances and up to £3,500 removal expenses.

To find out more about the work and opportunities please ring Oliver Holder, Assistant County Secretary (ext. 3006).

Application Forms from the County Secretary and Solicitor, County Hall, Trowbridge BA14 8JN. Tel. 02214 3641 ext. 3007.

Closing date for applications: 31st December, 1987.

AN EQUAL OPPORTUNITIES EMPLOYER

LEGAL

HARNET MAGISTRATES' COURTS COMMITTEE COURT CLERK

Salary up to £14,655 inclusive (pay award pending)

Due to a recent promotion a vacancy has arisen for a Court Clerk within the Harnet Petty Sessions Area and persons qualified under the Justices' Clerks' (Qualification of Assistants) Rules 1975 who are capable of taking all courts without supervision and have a knowledge of the administrative process, are invited to apply. Opportunities will be given to broaden experience in all aspects of the operation and management of a busy court. Facilities are offered for in-service training with a view to advancement within the Magisterial Service; the Training Programme also includes supervisory and management training. Court Clerks are also involved in the training of Magistrates.

The Committee will also consider applications from newly qualified persons who are not able to take all courts at this stage but who can demonstrate an ability to do so in the near future.

The Harnet Petty Sessions Area with the South Mims Petty Sessions Division has a population of approximately 357,000. There are two Court Houses, one at Harnet and one at Hensdon. There are an average of 112 Magistrates and 41 court sittings in total a week.

The conditions of JNC apply to this post which is superannuable and subject to medical fitness. A Casual Car User Allowance will apply to the post and a grant towards removal expenses will be payable in appropriate cases. Application form and further particulars can be obtained from me at

7c High Street,
 Harnet, Herts. EN5 5UE
 Tel: 01-441-9042 Ext 133

Closing date 21st December 1987
 C.L. Pratt Clerk to the Committee

Home Counties

At James Davis & Partners, we are fully aware of the needs of Private Practice, Commerce and Industry, in the Home Counties.

If you now feel that the time is right to surface for 'fresh air', then why not contact Alyson Lumsdon or John Grimwood by telephone or in writing to the address below in the confidence that total discretion is assured.

LEGAL SELECTION

160 New Bond Street,
 London W1T 0HR England
 Telephone: 01-493 6315
 (24 hour answering machine)
 Fax: 01-491 7459

JAMES DAVIS & PARTNERS

Group Secretary

c.£24,000 + car City

Our client is a well established and expanding publishing company with 200 staff and a turnover approaching £20 million covering several major titles.

The Group's Financial Director is currently also Group Secretary but the growth of the Group's activities necessitates the creation of this new post. He would therefore like to hand-over, after a suitable period, to a Chartered Secretary aged 30 plus who would be responsible for the full range of company secretarial services including pensions, insurances, property administration and normal statutory requirements in addition to servicing board and management meetings. Previous experience is essential and an aptitude for personal work may be an advantage.

Benefits include pension, life assurance, private medical insurance and five weeks holiday.

Please write in confidence enclosing a full C.V. including salary progression to Confidential Reply Service, Ref. SG9695, Austin Knight Advertising Limited, London, W1A 1DS.

Applications are forwarded to the client concerned therefore companies in which you are not interested should be listed in a covering letter to the Confidential Reply Supervisor.

Austin Knight Advertising

Deputy Librarian

Herbert Smith is a leading firm of solicitors in the City of London. Our library provides a comprehensive service to Partners and other lawyers and we now wish to recruit a deputy librarian whose responsibilities will include:-

- * Inquiry and information work
- * Cataloguing and indexing
- * General library routines

Applicants should be Chartered Librarians of at least 3 years' standing have some experience of legal materials and when required be capable of managing a small staff. An interest in computerised retrieval systems is desirable.

The working environment is modern and friendly. Benefits are attractive and the salary will reflect qualifications and experience.

Applications, with full curriculum vitae should be sent to:-

Mrs. E. R. Trew, Personnel Manager at

Herbert Smith

WATLING HOUSE, 35 CANNON STREET, LONDON EC4M 5SD.
 OVERSEAS OFFICES: HONG KONG, NEW YORK, PARIS.

GREGSON'S

CELEBRATES THE FIRST 200 YEARS OF THE FIRM IN 1988

Despite our age, we are a young progressive firm with modern offices and all the latest technology. We are seeking an enthusiastic solicitor to join our busy but still expanding conveyancing department.

As part of a friendly team, the successful candidate will deal with a volume of residential property matters of all types. He or she may be newly qualified but must be able to work without supervision.

Excellent salary package (plus BUPA) and prospects for the right applicant.

Apply with CV to Jacqueline Scott, St. Christopher's House, Tabor Grove, Wimbledon SW19 4EX. Tel: 01-946 1173.

PHILIP ROSS & CO

Urgently require an ambitious Assistant Solicitor for their Conveyancing Department. A minimum of 2/3 years post qualification experience in both commercial and domestic conveyancing is essential. We are a well established but forward looking practice and are able to offer the successful applicant genuine prospects and an excellent salary.

Please reply to Mrs M. Scholz, Philip Ross & Co, 77 Wimpole Street, London W1A 3BQ. Telephone 01 935 0151

SOLICITORS, Lawyers, Last Staff: We have first class opportunities both for London and nationwide. Visit in confidence. Conveyancing Legal Appointments, 01-584 4300. London, W1A 1DS. Tel: 01-584 4300. Please send your CV to: Philip Ross & Co, 77 Wimpole Street, London W1A 3BQ. Tel: 01-935 0151.

ALL BOX NUMBER REPLIES SHOULD BE ADDRESSED TO:

Box No.
 C/O THE TIMES
 P.O. Box 484
 Virginia Street
 LONDON
 E1 9DD

01-481 4481

01-481 4481

LEGAL APPOINTMENTS

01-481 4481

INFORMATION OFFICER
BANKING DEPARTMENT

Clifford Chance's Banking Department has a requirement for a Departmental Information Officer to provide technical informational service and support to the firm. The Banking Department consists of 29 partners and 87 fee-earners and prides itself on the depth of experience of its staff.

A key role to the continued professional development of the department is the Information Officer whose main responsibilities include research, precedents, development and maintenance, operational systems and education. In addition the Information Officer plays an important co-ordination role in the running of the department and has a significant role in the training of new fee-earning staff.

The role will be of great interest to a qualified lawyer who wishes his or her career to develop within a technical support role in an exciting and challenging department. An attractive salary package will be offered to the successful candidate.

Applications including a comprehensive curriculum vitae should be addressed to: Alison Dawson, Head of Personnel, Clifford Chance, Royal House, Aldermanbury Square, London EC2V 7LD.

CLIFFORD CHANCE

THE MERGED FIRM OF GOSWOLD CHANCE AND CLIFFORD CHANCE

BRUSSELS HONG KONG LONDON NEW YORK PARIS SINGAPORE UNITED ARAB EMIRATES
ASSOCIATED OFFICES AMSTERDAM BARCELONA MADRID SAO PAULO TOKYOCompany/Commercial
Partner

We can offer an exceptional opportunity to a solicitor with sound negotiating skills and a minimum of 5 years' company/commercial experience.

Our client is a small City firm with an expanding commercial client base, ranging from small businesses to public companies, offering a demanding working environment and providing a positive and comprehensive service to clients.

The successful applicant may already be a partner, but would in any event expect to achieve partnership rapidly, in return for a high level of commitment and responsibility.

If you are interested or would like further information, please telephone Simon Anderson on 01-831 2000 (01-241 3525 evenings and weekends) or write to him at The Legal Division, Michael Page Partnership, 39-41 Parker Street, London WC2B 5LH.



Michael Page Partnership

International Recruitment Consultants

London Bristol Windsor St Albans Leatherhead Birmingham Manchester Leeds Glasgow & Worldwide
A member of Addison Consultancy Group PLCWHAT SOUTHAMPTON
OFFERS SOLICITORS.

THE TRUTH, THE WHOLE TRUTH AND NOTHING BUT THE TRUTH.

FACTS:

- Southampton City is a thriving City with ambitious plans to further consolidate its position as a leading commercial and leisure centre.
- Many exciting developments have already changed the face of the City and there are a lot more in the pipeline.
- On our borders we have superb countryside, including the New Forest, and exceptional recreational facilities such as the finest sailing waters in Britain. Waterloo is just over one hour by train.
- Southampton City Council is a fast moving, dynamic organisation and one of the largest and most progressive you're likely to find.
- The latest technology is being employed across the organisation, particularly in relation to housing, economic development, commercial property, leisure and community services, litigation - and more.
- We're very busy!
- We will give you plenty of responsibility. This is an exciting opportunity to develop your legal skills in all aspects of local government law and in company law - the Council has substantial company related interests.
- The breadth of experience awaiting is guaranteed to enhance your career prospects!
- However those wishing to develop or enhance a specialisation can also be accommodated.

We're offering an excellent package. We anticipate recruiting people to c. £17,000 pa. dependent upon experience and our comprehensive employment package includes:- a lease car, mortgage subsidy or equity share scheme, assistance with temporary accommodation if necessary, generous relocation assistance, and more.

VERDICT:

- Whether you are just qualified (or about to be) or have a number of years experience, find out more about these excellent career opportunities by phoning Jacqui Dixon, Assistant Director of Law and Administration on Southampton (0703) 832425.
- Application forms and job descriptions are available from the Director of Law and Administration, Civic Centre, Southampton. SO9 4XR. Telephone: Southampton (0703) 832701.



Your application will be judged solely on its merits irrespective of race, marital status, sex, sexual orientation, age, religion or disability.
An equal opportunity employer.

NABARRO NATHANSON

INTELLECTUAL PROPERTY LAWYER
COMPANY AND COMMERCIAL LAWYERS

Nabarro Nathanson's new premises in Stratton Street provide a working environment for our personnel envied by many. The move to new premises has contributed to an acceleration in our already rapid growth and we are therefore seeking lawyers to join our Intellectual Property and Company and Commercial Departments.

A vacancy arises in our expanding Intellectual Property Department for a solicitor preferably with previous experience in this field. The Department, which is a sub-division of our Company and Commercial Department, deals with most aspects of intellectual property work apart from litigation. The work-load includes the preparation of contractual documentation relating to trade marks, patents, copyright (including computer software), industrial designs and passing off, and advising on these topics as well as competition law.

There are also positions available in our Company and Commercial Department for both senior and less experienced solicitors to handle a busy and varied work-load ranging from new issues and public takeovers to private company acquisitions, joint ventures, and other commercial contracts.

Opportunities for specialisation will arise.

At Nabarro Nathanson our legal staff are expected to have good communication skills, dealing directly with clients.

Salaries will be competitive, in accordance with age and experience. Please write with full curriculum vitae in the case of the Intellectual Property position to Graham Clark and in the case of the Company and Commercial positions to Lawrence Ziman at:-

Nabarro Nathanson,
50 Stratton Street,
London W1X 5FL
Tel: 01-493 9933



LEGAL ADVISER

Artiste Management

c£20,000 + car

Primarily involved in the management of recording artists, our client also manages a number of other entertainments related companies, including record and music publishing interests, both in the UK and overseas.

Liaising with outside firms of lawyers and accountants, the Legal Adviser will report to and work closely with the General Manager. Negotiating, drafting and advising upon all forms of commercial contracts including songwriting, recording, touring, sponsorship and advertising agreements, he or she will advise the company's clients on all aspects of their professional lives. The position provides a broad range of tasks and considerable exposure, both within and outside the company.

In their mid to late 20s, applicants should be qualified solicitors from the legal profession or commerce. Experience of the entertainments industry would be advantageous but is not essential.

Please write, enclosing a career/salary history and day time telephone number, to David Hogg FCA quoting reference H/670/TT.

ROYD MANAGEMENT Selection Consultants 125 High Holborn London WC1V 6QA

Lawyer

for Company and
Commercial work

Attractive salary + benefits Croydon, Surrey

Commercial Union, one of Britain's leading insurance companies, wish to appoint a Lawyer with at least two years' post-qualification experience to join their Croydon Legal Department.

Candidates will need a sound knowledge of The Companies Act, the Financial Services Act and Stock Exchange requirements, together with experience of Company and Commercial law.

We offer an attractive salary plus a valuable benefits package which includes low cost pension, life assurance and mortgage schemes after a qualifying period.

In the first instance please apply in writing with full career details to:- Miss Elsie Duggins, Personnel Department, Commercial Union Assurance Co. PLC, Exchange Court, 3 Bedford Park, Croydon, Surrey CR9 2ZL.

CU is an Equal Opportunities Employer



CONVEYANCER W1 to £18K

We are a small but fast expanding young practice with a varied private and commercial client base. A newly to two years qualified solicitor is required to assist our property and commercial Partner. The successful applicant will initially assist with domestic conveyancing but with the expansion of the practice will be given opportunities and encouragement to move more into the commercial field.

APPLY TO: J F GILLETTE
PROCTOR GILLETTE
70 WIMPOLE STREET
LONDON W1M 7DE



ASA LAW
We specialise in company law and all aspects of business law. We are now seeking a qualified lawyer to join our team. Tel: 01 404 4741



SPECIALISED LAWYER
An international trust company group with extensive South African connections requires the services of a qualified lawyer in the age group 25-30 in the Isle of Man. The applicant must have post graduate qualifications in either trust law or corporate law and taxation. A qualification in a non-common law jurisdiction would be an advantage. Knowledge of South African Exchange Control regulations, litigation and estate planning is required. Reply in writing to Box 622, The Times.

ARUN DISTRICT COUNCIL
CHIEF EXECUTIVES SECRETARIAT
SECRETARIAT
MANAGER

M3 £17,976 to £18,768
PLUS up to 15% performance plusage
PLUS lump sum car allowance (2,000 miles p.a.)

The post of Secretariat Manager heads the small team working directly to the Chief Executive at the centre of an Authority with a reputation for innovation, imagination and flair. Arun is in the forefront of best local government practice.

The Secretariat supports the Chief Executive in areas of:-

- Strategic Management
- Corporate Image Initiatives
- Policy Development
- Performance Achievement

Arun is an attractive place to live and work - a District with a unique blend of coast and countryside.

The ideal candidate will be a graduate and/or a holder of a professional qualification with proven management skills.

For comprehensive details regarding this post, please contact Mrs Sheila Knight, Personnel Unit, Arun District Council, The Arun Civic Centre, Malters Road, Littlehampton, West Sussex BN17 5LF. Telephone - 0903-716133 Ext. 3157.

Closing date 8th January 1988

ASA LAW
PERMANENT
APPOINTMENTS
FOR SOLICITORS

We are a friendly agency offering a highly personalised service. Our clients are seeking staff at all levels in London and the provinces. If you are newly qualified or contemplating a career move we can help you. We also have vacancies for New Zealand & Australian Solicitors.

Call Julie Wykeham-Martin on 01 404 4828 or write with full CV to ASA Law Permanent Appointments 31-37 Curator Street Off Chancery Lane London EC4A 3LT

01-481 4481

LEGAL APPOINTMENTS

01-481 4481

PRIVATE PRACTICE
LONDON
PROPERTY LAWYERS
EC4

The large and still expanding property department within a major City firm wishes to recruit recently qualified solicitors with the ability to handle complex and substantial property transactions. The rewards for such ability will be generous.

QUALIFYING EARLY 1988?

We welcome applications from Articled Clerks due to qualify late in 1987 or early in the New Year who are interested in exploring opportunities in a variety of areas within private practice.

COMPANY LAWYER
EC4

Our client requires a 2-3 year qualified solicitor to handle substantial quality corporate finance work, acquisitions, flotations and company re-organisations. City experience preferred, commitment and ability will be rewarded by good partnership prospects.

For details of these and other positions, contact Lucy Hartley or Judith Farmer.

BANKING
COMPLIANCE OFFER
from £25,000 + Bens

Our client, a fast expanding international Investment Bank offers an excellent opening for a young lawyer to work in this increasingly important field. Initially providing specialised legal advice on compliance matters, the successful applicant will have the opportunity to develop experience in other areas of Investment Banking at a later stage. Excellent remuneration package.

CORPORATE FINANCE
from £20,000 + Bens

We are currently recruiting on behalf of several Stockbrokers, Merchant and Investment banks, who seek additional staff at all levels as a result of the continuing expansion of their corporate finance departments. Candidates for the more senior positions should be corporate financiers with experience in a wide range of transactions. At executive level, we welcome applications from recently qualified lawyers with a top City firm training and good academic records.

For details of these and other positions, please contact John Cullen or Tim Knight.

LEGAL OPPORTUNITIES
COMMERCE & INDUSTRY
£20-£40,000 + Bens

We are currently acting on behalf of a number of organisations based both in Central London and elsewhere in the UK, ranging from prestigious multinational plc's, wishing to strengthen an existing legal department, to smaller but progressive companies whose recent expansion has created the need for an 'in house' legal specialist.

These vacancies constitute a range of excellent opportunities not only for qualified solicitors/barristers wishing to broaden their initial experience of the commercial sector, but also for lawyers who may be contemplating a move out of private practice into a legal advisory role within commerce or industry.

For a confidential discussion about specific opportunities relevant to your own career aspirations, contact Tim Knight, Robert Drury or Lisa Wilson.

LONDON • BRIGHTON • READING

BADENOCH & CLARK

BIRMINGHAM • MILTON KEYNES

16 NEW BRIDGE STREET, BLACKFRIARS, LONDON EC4A 3DF

THE LEGAL & FINANCIAL RECRUITMENT SPECIALISTS

16 NEW BRIDGE STREET, BLACKFRIARS, LONDON EC4A 3DF

TRAFALGAR HOUSE
CONSTRUCTION HOLDINGS LIMITED

Trafalgar House is actively involved in major engineering, construction and fabrication contracts world wide. The legal function is strongly represented in its commercial, contractual and operational negotiations both at corporate level and in the various divisions.

Currently two senior positions exist which will provide a stimulating and rewarding challenge for experienced, commercial lawyers.

Head of Department

For the John Brown Division, one of Britain's oldest and largest engineering construction companies with a turnover in excess of £400m. London based.

Senior Contracts Lawyer

For the Offshore and Structural Division, which controls a number of major engineering companies in Scotland and the North of England, with a turnover in excess of £200m. Edinburgh based.

Attractive remuneration and benefits packages will be offered to the successful candidates, including a company car and relocation costs where applicable.

For further information write or telephone:

Mr E K Lightburn,
Head of Legal Department,
1 Berkeley Street, London W1A 1BY,
Tel: 01-499 9020 ext. 207.

Or for the Edinburgh position:

Mr P D Forsman,
Trafalgar House Offshore and Structural,
1 Melville Crescent, Edinburgh EH3 7HW,
Tel: 031-226 2470.

Trafalgar House

Meredith Scott

COMMERCIAL PROPERTY to £24,000
A medium sized Inns practice seeks a solicitor with at least 3 years intensive commercial experience, with view to partnership.

CONSTRUCTION LAW to £35,000
Well known medium size City firm requires lawyer to deal with both non-contentious and contentious work. Excellent partnership prospects.

COMPANY/COMMERCIAL to £25,000
A major WC2 practice requires a solicitor with preferably 2 years corporate finance experience. Significant merger, acquisitions and flotation work.

PLANNING LAW to £25,000
Leading EC2 practice requires planning lawyer with ideally 1-3 years relevant experience gained in private practice or local government.

PRIVATE CLIENT to £24,000
Solicitor with up to 2 years post qualification experience required by this recognised EC1 practice. Emphasis on agricultural land law and estate conveyancing.

01-583 0055

Meredith Scott Recruitment
17 Fleet Street, London EC4A 3DF
01 541 3897 after office hours

EUROBOND LAWYERS

Clifford Chance, the merged firm of Coward Chance and Clifford-Turner, has a presence in 12 countries worldwide including the main financial centres, New York, London, Paris, Hong Kong and Tokyo.

We are looking for additional experienced lawyers to join us in our varied and expanding practice in capital markets acting for a number of lead managers.

This is an opportunity to work in the exciting atmosphere created by a developing field of work within a major international law firm. The work is challenging and much of it is international. There is, in Clifford Chance's capital markets group, the opportunity both to travel abroad on particular assignments and to work in either New York or Tokyo.

Please write with career details to: Alistair Dawson, Clifford Chance, Royce House, Aldermanbury Square, London EC2V 7LD.

CLIFFORD CHANCE

THE MERGED FIRM OF COWARD CHANCE AND CLIFFORD-TURNER
BRUSSELS HONG KONG LONDON NEW YORK PARIS SINGAPORE UNITED ARAB EMIRATES
ASSOCIATED OFFICES AMSTERDAM BAHRAIN BARCELONA BEIRUT BOMBAY CALCUTTA

Company
Commercial
Solicitor

M4 CORRIDOR

A progressive 7 partner firm in one of the fastest growing towns in Europe requires a recently qualified Assistant to their Senior Commercial Partner.

Applicants should ideally have served Articles either in London or in a major provincial centre and wish to become involved in all aspects of private company work.

For further details, please contact Alistair Allan in strictest confidence.

LEGAL SELECTION

160 New Bond Street,
London W1Y 0HR
England
Telephone 01-493 8515
(24 hour answerphone)
Fax 01-491 7459

JAMES DAVIS
P & PARTNERSMourant du Feu & Jeune
Advocates, Solicitors & Notaries Public
St. Helier,
Jersey, Channel Islands

TRUST LAWYER

Mourant du Feu & Jeune are a leading Jersey Legal Firm and are seeking to recruit a Solicitor or Barrister to specialise in trust law, and to generally advise international trust companies on the establishment and administration of trusts.

The position calls for a person with two years plus experience in the trust field with the ability to organise a trust department and who can assume responsibility for work presently dealt with by Partners.

A comprehensive remuneration package will be offered to match the level of responsibility in this position and the experience of the appointee.

Please apply in writing, giving full details of qualifications and experience to date:

Mr D. J. Hall,
Mourant du Feu & Jeune,
P.O. Box 87,
18 Grenville Street,
St. Helier,
Jersey,
Channel Islands

All applications will be treated in the strictest confidence.

Major Financial Services Co.

Legal Adviser

Barrister/Solicitor

26/40

Our Client is one of the largest and best known companies operating in the Unit Trust and allied products area. They have a full range of Authorised Unit Trusts, together with Unit Linked Products, pension contracts etc. They currently seek to increase their Legal Department by the appointment of an additional senior Executive who will report directly to the Company's Legal Director and Group Secretary. This is a particularly interesting role in today's financial climate, especially as our Client is one of the key players in this field, and has a reputation for independence of thought and a clear idea of its perceived role in today's environment.

The role envisaged is that of legal adviser for the Unit Trust side of the business, together with a secretarial role for one of their major subsidiaries, and an involvement in compliance. The person appointed will be involved in product development, in an ongoing consultative role with investment professionals, actuaries, the marketing arm, governmental and regulatory authorities etc.

The person sought will be a qualified Barrister or Solicitor and would possibly already be working in the Financial Services area, or for a Banking group. On the other hand, he/she may come from the profession having been in Chambers carrying out Trust work, or working for a major professional practice offering relevant experience.

Remuneration will reflect experience to date and potential contribution. In addition to a salary of £30-40,000, perhaps more for the right person, there will be financial institution type benefits and a car.

Please write in the first instance to Colin Barry, Overton Shirley & Barry, Prince Rupert House, 64 Queen Street, London EC4R 1AD. Tel: 01-248 0355.

Overton Shirley & Barry
INTERNATIONAL SEARCH AND SELECTION CONSULTANTSLITIGATION LAWYERS
ISLE OF MAN

Dickinson, Cruickshank & Co., a firm of Manx Advocates, invites applications from barristers or solicitors to join their expanding Litigation Department with a view to requalifying and practising in the Isle of Man.

The Isle of Man, a low tax area, has a fused legal profession and provides a refreshing environment in which to live and work.

Applications with full C.V. to:-

Geoffrey Karan
Dickinson Cruickshank & Co.,
33/37 Alheli Street,
Douglas,
Isle of Man

Manager

DISTANCE LEARNING COURSES

We are seeking a well qualified lawyer to take charge of and be responsible for the efficient running of our expanding Distance Learning Courses for the University of London LLB and Bar Final examinations.

The Manager will also be responsible for the co-ordination of our publications programme which covers our extensive range of textbooks, casebooks and suggested solutions.

Strong administrative abilities coupled with a sound legal background are required. The position would suit a solicitor or a law graduate with proven administrative experience. Salary range £12,000-£14,000.

Please apply in writing with full cv to:
Mr J A Grenier, Chairman, (ref: TMS)
The HLT Group, 200 Greyhound Road,
London W14 9RY.

ROYDS BARFIELD

We are a long established firm with both a traditional and increasingly, commercial practice. We have a reputation for providing prompt reliable and above all personal service to our business and private clients.

We require a first class assistant solicitor for our Litigation Department, initially to handle a broad range of civil litigation but thereafter to specialize in substantial commercial litigation.

The successful applicant must have a thorough knowledge of civil litigation practice and be able to handle a demanding caseload with minimal supervision. He/she is therefore unlikely to have less than two years relevant qualified experience although consideration will be given to all applications.

The Salary will be commensurate to the importance which we attach to this position and for the right person the opportunities are unlimited.

Please send your application with CV to:
MRS JUTTA PILZ
2 CRANE COURT
LONDON EC4A 3BL

SOLICITORS

With thriving litigation practice, personable lawyer, competent to deal with varied and demanding work load in pleasant environment.

CV to:
Maurice Hadfield & Co.,
5 Wigmore St,
London W1
(Ref 58)

HAYWARDS HEATH
Experienced solicitor for civil litigation + matrimonial + insolvency practice.

HIGH WYCOMBE
ex solicitors for commercial department.
Ashley Taylor & Co.
Management, 4 Crest Road,
Chesham, Bucks HP8 3TE
Tel: 0494 51991

TUVALU

ATTORNEY
GENERAL

Tuvalu is a group of small coral islands in the South-East Pacific. The climate is pleasantly tropic with little variation. An experienced Solicitor or Advocate/Barrister, with experience in litigation or legislative drafting is required as Attorney General of Tuvalu.

Terms & Rewards

You will be on contract to the Government of Tuvalu for 2 years. Local salary is 7,680 Australian Dollars pa (Australian \$2,623=£1 stg.) plus a tax free supplement in the range £18,588-£21,660 and a terminal gratuity of 25% of local salary. Other benefits include free passages, children's education allowances and subsidised accommodation.

For further details and an application form please write quoting ref. 369/EC/TT, to: Appointments Officer, Overseas Development Administration, AH 351, Abercrombie House, Eaglesham Road, EAST KILBRIDE, Glasgow G75 8EA. Or Tel: 03552 41199, ext. 3314.

OVERSEAS
ODA DEVELOPMENT
Britain helping nations to help themselves

Prospective Partner-
BristolLitigation + Insolvency
& Excellent + Car + Bonus

An established and progressive medium sized firm with national offices, our client acts for and advises a number of public and private companies, commercial and private clients, and the Insolvency Departments of major Accountancy firms.

They now seek an experienced Solicitor to manage their Bristol office where the work involves Litigation, Insolvency, Liquidations and Trademarks.

The successful applicant will have experience in these areas and will be capable of increasing the workload of the office. For further information please contact Alison Bunce, either in writing or by telephone.

Absolute discretion is of course assured.

LEGAL SELECTION

160 New Bond Street,
London W1Y 0HR
England
Telephone 01-493 8515
(24 hour answerphone)
Fax 01-491 7459

JAMES DAVIS
P & PARTNERS

JPM 06/150

RUGBY UNION: AUSTRALASIAN INFLUENCE IS SEEN AS LIKELY TO DECIDE THE 106TH UNIVERSITY MATCH IN FAVOUR OF THE DARK BLUES

Oxford set to show what might have been

By David Hands
Rugby Correspondent

When Chris Laidlaw appeared for Oxford in his first university match, in 1968, it did not stop Cambridge winning. Today, in the 106th game between the two universities, another New Zealand scrum half makes his bow but David Kirk is in considerably more distinguished company than his predecessor from the University of Otago.

It is the sheer calibre of the resources available to Oxford that makes one favour them to retain the Boving Bowl, rather than the significance of their achievements during this past term. The backbone of the team includes Kirk at scrum half, Egerton at full back and McBain at No. 8. Since Chislett, the booker, has already experienced the frenetic atmosphere of Twickenham, that is a useful sign.

As the peripheral ribs incorporate Australian internationalists in Calcraft, the captain, and Campbell, the lock, and the Irish centre, Mullin, the seam of big-match experience runs thicker than anything Cambridge have to offer.

Yet Oxford have not lived up to their promise, mainly because they have seldom been able to field their first-choice XV. At the start of the season Calcraft wrote in the *Ilfray Road* programme: "In 1987 we extend our challenge beyond Twickenham and declare our intention to legitimately challenge our first-class opponents."

"We have a rare opportunity to blend a side of experience and talent and perhaps, with our share of good fortune, to help re-establish the once formidable role of the universities in British rugby."

Luck has not been on Calcraft's side. There have been wins against Richmond and Cardiff, but no more as players have come and gone with injuries; today is the first time Oxford have put their strongest XV in the field. But the same problems have hit Cambridge, notably at half back and centre, where Sutton and Hall have missed so many games.

Moreover, Cambridge en-

TODAY'S TEAMS AT TWICKENHAM

Oxford	15	Full Back	Cambridge	15
R H Egerton (Sydney University and University)			P L Beard (Berkeley and St John's)	
*S J R Vessey (Magdalen CS and Great)	14	Right wing	*M D C Thomas (Somerton CS and Magdalen)	14
*B J Mullin (Blackrock College and University)	13	Right centre	M R Hall (Brynag CS and Wotton)	13
*A L Duthie (Australian National Univ and Balliol)	12	Left centre	*F J Clough (St John's Rugby and Magdalen)	12
A G D Furnival (Maitland and Christ Church)	11	Left wing	*C Oa (Oxford and St Edmund's)	11
*A M Johnson (Rugby and St Catherine's)	10	Stand off	A J Sutton (Llanidloes HS and Magdalen)	10
D E Kirk (Otago University and Worcester)	9	Scrum half	M E Hancock (Haverstock Hill and Huggan Hall)	9
V Ubeogu (West Dulwich and St Anne's)	1	Prop	*N J Harrod (King Henry VIII and Great)	1
*J Chislett (Plymouth College and Kildale)	2	Hooker	*B W Galsworthy (St Albans and Magdalen)	2
N C Preece (Nunthorpe GS and St Edmund Hall)	3	Prop	J Freeman (Worcester and St John's)	3
*W J Calcraft (capt) (Univ of NSW and Brasenose)	6	Flanker	*S R Kelly (capt) (Plymouth College and St John's)	6
*C M Crane (West Monmouth GS and St Edmund Hall)	4	Lock	*A R Hobbs (Wotton and Magdalen)	4
W Campbell (Queensland U and St Catherine's)	5	Lock	*N P Topping (RGS High Wycombe and St John's)	5
A J Rolfe (St Edmund Hall)	7	Flanker	*B J Wainwright (St Edmund's and Magdalen)	7
*N S McBain (Ampleforth and St Anne's)	8	No 8	C Vyvyan (Downside and Wotton)	8

Referee: C Norling (Wales)

REPLACEMENTS: 16 M Brown (University of Cape Town and Worcester); 17 J Taylor (Worcester and University); 18 R Taylor (Worcester and University); 19 M Ryle (Fringes, Canmore and University); 20 M Sherrack (King's, Macclesfield and St Edmund's); 21 J Gwynne (Sydney University and University).

joyed a purple patch in mid-October when they beat Richmond, Northampton and London Scottish, and lost by a point at Llanelli. It has engendered the kind of team spirit which, two years ago, helped Oxford themselves beat the more fancied Light Blues—in what was also, incidentally, the first year that Alan Jones, the Australian coach, arrived to take Oxford through their last few days' training before the match itself.

Jones has been here again with his unique brand of encouragement, bullying, motivation and intellectual curiosity which has brought added resolve to Oxford. Not that Cambridge will be distressed at starting second-favourites; Kelly, their captain, remembers his first university match when the side with all the fancied players—Sims, Clough, Bailey—came a cropper. He hopes it can happen again.

"It has been a good term," he said. "It's a lot of work but when the full side is out and plays good rugby—good to play and good to watch—it's very rewarding." Kelly is more aware than anyone of Cambridge strengths wide out. Particularly now that Oxi has been declared fit to play on the wing, and acknowledges that it would be stupid not to play to those strengths.

No one, least of all Oxford, will underestimate the Cambridge back row of Kelly, Wainwright and Vyvyan which is not only fast over the ground but physically big—as big, perhaps, as any back row fielded in the university match for many a year. It is certainly talented enough to provide Hancock and Sutton—the best half-back partnership Cambridge have had, in Kelly's estimation, since Moon and Andrew—with enough ball to pose Oxford problems.

Cambridge achievement at the lineout will be critical: they will have to find a way of by-passing Campbell, the Oxford lighthouse, Crane, his understated partner, and the mauling strengths of McBain and Calcraft. Should the space be found to allow the mid-fields to operate it will be instructive—and to more than just supporters of the two universities—to watch the potential of Hall, the Wales B centre, against the established craft of Mullin.

But, when a calming influence is required, it is more likely to be provided by Kirk, Mullin and Calcraft, all of them accustomed to playing in the biggest stadia in the world. Kirk believes his damaged shoulder will hold up—"I wouldn't be playing if I didn't"—and that Oxford will win in front of over 40,000 people, the best attendance at the University match for years. It is difficult to argue with him.

The match will be preceded by demonstrations of mini-rugby and New Image rugby, involving both girls and boys in the abbreviated version of the game (eight-a-side on this occasion) which the Rugby Football Union hopes to popularize in schools.



Inspiration at Oxford: Kirk finds pursuit of excellence brings reward on and off the field

Kirk seeks to broaden mind after conquering the world

Over the next two years David Kirk will be reading politics, philosophy and economics for his Rhodes Scholarship at Worcester College, Oxford. Over the past fortnight he has been in the company of John Bertrand's account of how he won the America's Cup for Australia. Encapsulated in between could be said to be the enthusiasm, ambition and philosophy of a player who one way or another, will be a guiding force at Twickenham today.

Kirk, the rugby man, we know well already: the chipper little scrum half, the 17 cape for New Zealand, the captain who won the inaugural World Cup last summer. Of Kirk, the man, we know less. Aged 27, he is at Oxford to discover more about the world and about himself; yet the qualities he has learned to apply on the field remain as directly relevant to the future.

Opportunities to broaden the mind

"I have come here to study, but, at the same time, I want to be involved in everything Oxford has to offer in the proper sense, cultural activities, the social environment and the proximity to London and Europe. All of those things provide an opportunity to broaden the mind."

Kirk has always been a leader: from his days at Wanganui Collegiate School, at the University of Otago, as soon as he arrived in Auckland, he has captained teams. He acknowledges an immense debt to Jim Wallace, his coach at Wanganui.

"He provided me with a lot of important attitudes. If there is anything which needs examining here—and I'm not trying to preach—it's attitude to the game. Another is fitness."

"The overriding attitude at home was learning to try and be the best player you can be. In there a burning desire to be the best in your club, or provincial team, or national team. I came into contact with people who love the game and motivate you to find the game important personally, so that you want to do well."

"Jim also gave me a balance—that the game is to be played for enjoyment but hard and uncompromisingly. That you are part of a team and the qualities you need to fit into the team. But you can also build leadership qualities in every player in the team, and the younger you start the better."

"He helped me to set myself goals, to learn to win with grace and to lose with the grace that you are content in defeat but to lose badly personally—that is, to feel the cut of a loss. But not to let it be the end of the world. All these things cannot help but develop character in everything you do."

Kirk, whose father is a doctor, has a lawyer-brother in London and a sister in Auckland who is a physiotherapist. Kirk went to university in Dunedin to study medicine and, during holidays, he worked as a gardener. In a meat factory, on a farm, always with rugby in the foreground.

He played provincial rugby for Otago (where he appeared on the wing when the selectors

preferred Dean Kenny at scrum half). His first major tour was to England and Scotland in 1983 with Stuart Wilson's All Blacks.

His removal to Auckland also brought his removal from medicine. John Hart, then Auckland's coach, was an adviser to the big industrial company of Fletcher Challenge, for whom Kirk worked for a year before coming to Oxford.

Pride in Oxford provides spur

"I didn't possess the exact skills applicable to the work (in strategic planning and market development) but if you have an inquiring mind you will apply it and learn the necessary skills. I will have the opportunity to go into a number of fields when I finish."

What of the game today to one who has already earned the highest honours it affords? "It means a lot personally because I haven't had the opportunity to play much for Oxford this term. I hope the shoulder will be okay and I hope I can play well for my own pride. I want to be part of an Oxford win because the team is full of young guys who have worked hard. Cambridge will be just the same."

But the injury gave me an opportunity to readjust from playing with New Zealand and Auckland. It was fun playing with guys like Kirwan and Jones; there was the constant feeling of striving for excellence and being part of special friendships."

David Hands

Familiar faces on trial

By George Ace

There is a familiar ring about Whites XV (probably) for the final Irish trial at Lansdowne Road on Saturday week. In fact, the seven players behind the scrum selected last December remain intact. Four of the forwards are also returned and of the remainder two have retired, Orr and Harbison, and another, Carr, was not considered because of injury.

A little twist in the tale is the switching of Des Fitzgerald, first choice tight head prop for the past few seasons, to the Blues (Possibilities). The only untried player in the team, John Fitzgerald, is at loose head and McCoy is on the other side with Kingston, the World Cup hooker, between them.

The one surprise in the Whites XV is the selection of Spillane at No. 8. Spillane did not appear during the inter-provincial series but has been sharing back row duty for London-Irish for the past month with his captain Gibson, who is at No. 8 for the Blues. The move of Des Fitzgerald from the loose side is obviously to ensure that his namesake Claran Fitzgerald is given a thorough examination as to his right to wear the No. 1 jersey.

Last season there was a body

of opinion in the upper echelons of the Irish Rugby Football Union that if the game against Wales at Arms Park was lost, Claran Fitzgerald would be invited to lead Ireland in their World Cup campaign. Wales were defeated and within 24 hours the Irish Rugby Football Union announced his unavailability for selection for the World Cup squad owing to pressure of business.

Most observers thought that was the end so far as international rugby was concerned for Ireland's most successful post-war captain and a man whose qualities of leadership brought a new dimension to Irish rugby. After all, by the time the next World Cup comes around, Fitzgerald will be 39 years of age.

But Fitzgerald will lead the Blues into battle on Saturday week and it would be a brave man who would rule out the possibility of him leading Ireland against Scotland at Lansdowne Road on January 16.

Fitzgerald has apparently fought off the challenge of the Ulster pair Smith and McDonald though the latter is among the substitutes. That Smith has been banished from the scene defies logic. At 6ft 11in

and tipping the scales at almost 16st, Smith is a big man in every sense of the word and he is extremely mobile. The theory that "a good big 'un will always beat a good little 'un" carries little weight in Ireland.

An interesting name among the substitutes is that of Neil Francis, about whom nothing has been heard since the World Cup.

WHITES (Probables): M. MacNeill (London Irish); T. Fitzgibbon (London Irish); K. O'Sullivan (London Irish); P. Dwyer (London Irish); J. Fitzgerald (London Irish); J. Kingston (London Irish); J. McCoy (London Irish); J. Spillane (London Irish); J. Carr (London Irish); J. Harbison (London Irish); J. Orr (London Irish); J. Smith (London Irish); J. McDonald (London Irish); J. Francis (London Irish); J. Dwyer (London Irish); J. MacNeill (London Irish); J. Fitzgibbon (London Irish); J. O'Sullivan (London Irish); J. P. Dwyer (London Irish); J. J. Fitzgerald (London Irish); J. J. Kingston (London Irish); J. J. McCoy (London Irish); J. J. Spillane (London Irish); J. J. Carr (London Irish); J. J. Harbison (London Irish); J. J. Orr (London Irish); J. J. Smith (London Irish); J. J. McDonald (London Irish); J. J. Francis (London Irish); J. J. Dwyer (London Irish); J. J. MacNeill (London Irish); J. J. Fitzgibbon (London Irish); J. J. O'Sullivan (London Irish); J. J. P. Dwyer (London Irish); J. J. J. Fitzgerald (London Irish); J. J. J. Kingston (London Irish); J. J. J. McCoy (London Irish); J. J. J. Spillane (London Irish); J. J. J. Carr (London Irish); J. J. J. Harbison (London Irish); J. J. J. Orr (London Irish); J. J. J. Smith (London Irish); J. J. J. McDonald (London Irish); J. J. J. Francis (London Irish); J. J. J. Dwyer (London Irish); J. J. J. MacNeill (London Irish); J. J. J. Fitzgibbon (London Irish); J. J. J. O'Sullivan (London Irish); J. J. J. P. Dwyer (London Irish); J. J. J. J. Fitzgerald (London Irish); J. J. J. J. Kingston (London Irish); J. J. J. J. McCoy (London Irish); J. J. J. J. Spillane (London Irish); J. J. J. J. Carr (London Irish); J. J. J. J. Harbison (London Irish); J. J. J. J. Orr (London Irish); J. J. J. J. Smith (London Irish); J. J. J. J. McDonald (London Irish); J. J. J. J. Francis (London Irish); J. J. J. J. Dwyer (London Irish); J. J. J. J. MacNeill (London Irish); J. J. J. J. Fitzgibbon (London Irish); J. J. J. J. O'Sullivan (London Irish); J. J. J. J. P. Dwyer (London Irish); J. J. J. J. J. Fitzgerald (London Irish); J. J. J. J. J. Kingston (London Irish); J. J. J. J. J. McCoy (London Irish); J. J. J. J. J. Spillane (London Irish); J. J. J. J. J. Carr (London Irish); J. J. J. J. J. Harbison (London Irish); J. J. J. J. J. Orr (London Irish); J. J. J. J. J. Smith (London Irish); J. J. J. J. J. McDonald (London Irish); J. J. J. J. J. Francis (London Irish); J. J. J. J. J. Dwyer (London Irish); J. J. J. J. J. MacNeill (London Irish); J. J. J. J. J. Fitzgibbon (London Irish); J. J. J. J. J. O'Sullivan (London Irish); J. J. J. J. J. P. Dwyer (London Irish); J. J. J. J. J. J. Fitzgerald (London Irish); J. J. J. J. J. J. Kingston (London Irish); J. J. J. J. J. J. McCoy (London Irish); J. J. J. J. J. J. Spillane (London Irish); J. J. J. J. J. J. Carr (London Irish); J. J. J. J. J. J. Harbison (London Irish); J. J. J. J. J. J. Orr (London Irish); J. J. J. J. J. J. Smith (London Irish); J. J. J. J. J. J. McDonald (London Irish); J. J. J. J. J. J. Francis (London Irish); J. J. J. J. J. J. Dwyer (London Irish); J. J. J. J. J. J. MacNeill (London Irish); J. J. J. J. J. J. Fitzgibbon (London Irish); J. J. J. J. J. J. O'Sullivan (London Irish); J. J. J. J. J. J. P. Dwyer (London Irish); J. J. J. J. J. J. J. Fitzgerald (London Irish); J. J. J. J. J. J. J. Kingston (London Irish); J. J. J. J. J. J. J. McCoy (London Irish); J. J. J. J. J. J. J. Spillane (London Irish); J. J. J. J. J. J. J. Carr (London Irish); J. J. J. J. J. J. J. Harbison (London Irish); J. J. J. J. J. J. J. Orr (London Irish); J. J. J. J. J. J. J. Smith (London Irish); J. J. J. J. J. J. J. McDonald (London Irish); J. J. J. J. J. J. J. Francis (London Irish); J. J. J. J. J. J. J. Dwyer (London Irish); J. J. J. J. J. J. J. MacNeill (London Irish); J. J. J. J. J. J. J. Fitzgibbon (London Irish); J. J. J. J. J. J. J. O'Sullivan (London Irish); J. J. J. J. J. J. J. P. Dwyer (London Irish); J. J. J. J. J. J. J. J. Fitzgerald (London Irish); J. J. J. J. J. J. J. J. Kingston (London Irish); J. J. J. J. J. J. J. J. McCoy (London Irish); J. J. J. J. J. J. J. J. Spillane (London Irish); J. J. J. J. J. J. J. J. Carr (London Irish); J. J. J. J. J. J. J. J. Harbison (London Irish); J. J. J. J. J. J. J. J. Orr (London Irish); J. J. J. J. J. J. J. J. Smith (London Irish); J. J. J. J. J. J. J. J. McDonald (London Irish); J. J. J. J. J. J. J. J. Francis (London Irish); J. J. J. J. J. J. J. J. Dwyer (London Irish); J. J. J. J. J. J. J. J. MacNeill (London Irish); J. J. J. J. J. J. J. J. Fitzgibbon (London Irish); J. J. J. J. J. J. J. J. O'Sullivan (London Irish); J. J. J. J. J. J. J. J. P. Dwyer (London Irish); J. J. J. J. J. J. J. J. J. Fitzgerald (London Irish); J. J. J. J. J. J. J. J. J. Kingston (London Irish); J. J. J. J. J. J. J. J. J. McCoy (London Irish); J. J. J. J. J. J. J. J. J. Spillane (London Irish); J. J. J. J. J. J. J. J. J. Carr (London Irish); J. J. J. J. J. J. J. J. J. Harbison (London Irish); J. J. J. J. J. J. J. J. J. Orr (London Irish); J. J. J. J. J. J. J. J. J. Smith (London Irish); J. J. J. J. J. J. J. J. J. McDonald (London Irish); J. J. J. J. J. J. J. J. J. Francis (London Irish); J. J. J. J. J. J. J. J. J. Dwyer (London Irish); J. J. J. J. J. J. J. J. J. MacNeill (London Irish); J. J. J. J. J. J. J. J. J. Fitzgibbon (London Irish); J. J. J. J. J. J. J. J. J. O'Sullivan (London Irish); J. J. J. J. J. J. J. J. J. P. Dwyer (London Irish); J. J. J. J. J. J. J. J. J. J. Fitzgerald (London Irish); J. J. J. J. J. J. J. J. J. J. Kingston (London Irish); J. J. J. J. J. J. J. J. J. J. McCoy (London Irish); J. J. J. J. J. J. J. J. J. J. Spillane (London Irish); J. J. J. J. J. J. J. J. J. J. Carr (London Irish); J. J. J. J. J. J. J. J. J. J. Harbison (London Irish); J. J. J. J. J. J. J. J. J. J. Orr (London Irish); J. J. J. J. J. J. J. J. J. J. Smith (London Irish); J. J. J. J. J. J. J. J. J. J. McDonald (London Irish); J. J. J. J. J. J. J. J. J. J. Francis (London Irish); J. J. J. J. J. J. J. J. J. J. Dwyer (London Irish); J. J. J. J. J. J. J. J. J. J. MacNeill (London Irish); J. J. J. J. J. J. J. J. J. J. Fitzgibbon (London Irish); J. J. J. J. J. J. J. J. J. J. O'Sullivan (London Irish); J. J. J. J. J. J. J. J. J. J. P. Dwyer (London Irish); J. J. J. J. J. J. J. J. J. J. J. Fitzgerald (London Irish); J. J. J. J. J. J. J. J. J. J. J. Kingston (London Irish); J. J. J. J. J. J. J. J. J. J. J. McCoy (London Irish); J. J. J. J. J. J. J. J. J. J. J. Spillane (London Irish); J. J. J. J. J. J. J. J. J. J. J. Carr (London Irish); J. J. J. J. J. J. J. J. J. J. J. Harbison (London Irish); J. J. J. J. J. J. J. J. J. J. J. Orr (London Irish); J. J. J. J. J. J. J. J. J. J. J. Smith (London Irish); J. J. J. J. J. J. J. J. J. J. J. McDonald (London Irish); J. J. J. J. J. J. J. J. J. J. J. Francis (London Irish); J. J. J. J. J. J. J. J. J. J. J. Dwyer (London Irish); J. J. J. J. J. J. J. J. J. J. J. MacNeill (London Irish); J. J. J. J. J. J. J. J. J. J. J. Fitzgibbon (London Irish); J. J. J. J. J. J. J. J. J. J. J. O'Sullivan (London Irish); J. J. J. J. J. J. J. J. J. J. J. P. Dwyer (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. Fitzgerald (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. Kingston (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. McCoy (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. Spillane (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. Carr (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. Harbison (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. Orr (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. Smith (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. McDonald (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. Francis (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. Dwyer (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. MacNeill (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. Fitzgibbon (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. O'Sullivan (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. P. Dwyer (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. Fitzgerald (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. Kingston (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. McCoy (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. Spillane (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. Carr (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. Harbison (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. Orr (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. Smith (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. McDonald (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. Francis (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. Dwyer (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. MacNeill (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. Fitzgibbon (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. O'Sullivan (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. P. Dwyer (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. Fitzgerald (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. Kingston (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. McCoy (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. Spillane (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. Carr (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. Harbison (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. Orr (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. Smith (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. McDonald (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. Francis (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. Dwyer (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. MacNeill (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. Fitzgibbon (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. O'Sullivan (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. P. Dwyer (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Fitzgerald (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Kingston (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. McCoy (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Spillane (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Carr (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Harbison (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Orr (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Smith (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. McDonald (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Francis (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Dwyer (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. MacNeill (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Fitzgibbon (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. O'Sullivan (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. P. Dwyer (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Fitzgerald (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Kingston (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. McCoy (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Spillane (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Carr (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Harbison (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Orr (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Smith (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. McDonald (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Francis (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Dwyer (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. MacNeill (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Fitzgibbon (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. O'Sullivan (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. P. Dwyer (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Fitzgerald (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Kingston (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. McCoy (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Spillane (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Carr (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Harbison (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Orr (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Smith (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. McDonald (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Francis (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Dwyer (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. MacNeill (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Fitzgibbon (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. O'Sullivan (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. P. Dwyer (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Fitzgerald (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Kingston (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. McCoy (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Spillane (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Carr (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Harbison (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Orr (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Smith (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. McDonald (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Francis (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Dwyer (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. MacNeill (London Irish); J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. J. Fitzgibbon (London

